Board of Trade Journal

Volume 198, No. 3820 Published by Her Majesty's Stationery Office 3 June 1970

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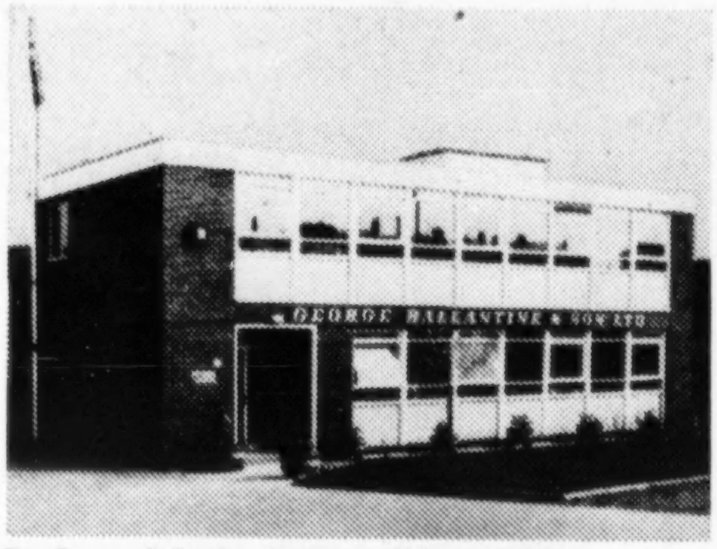
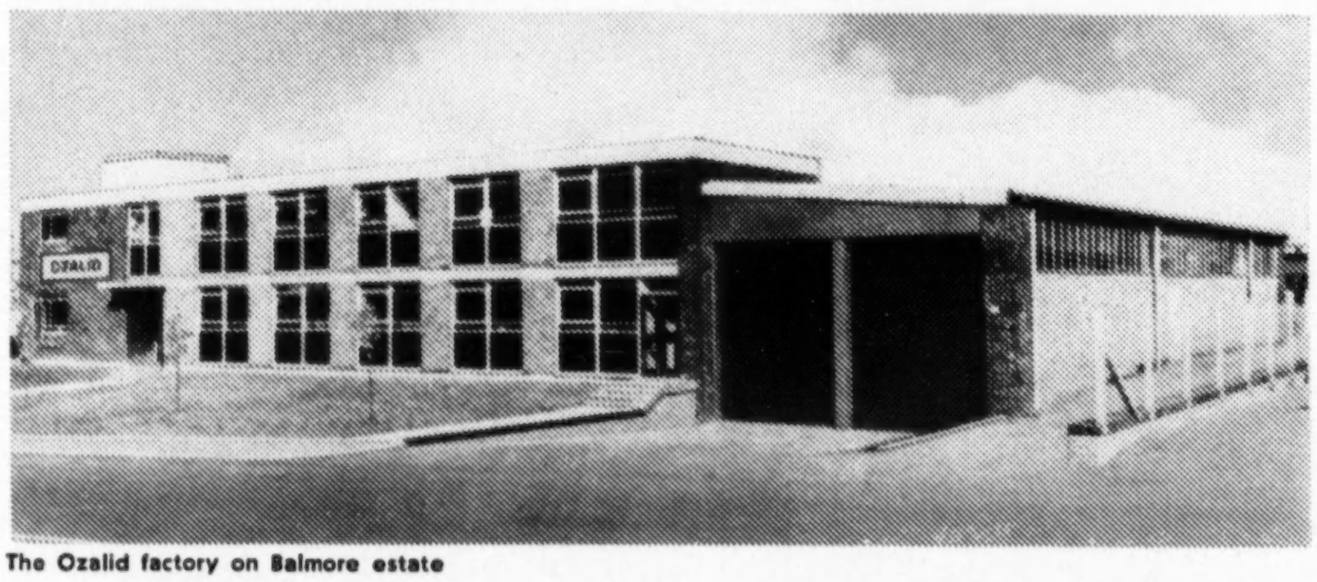
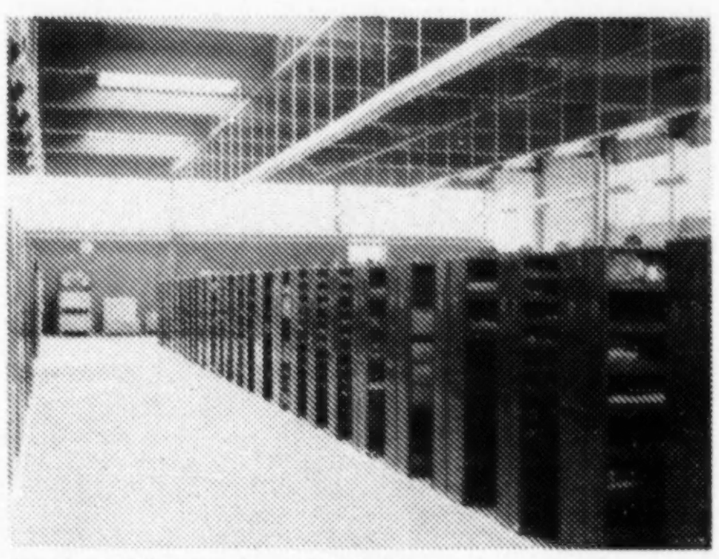


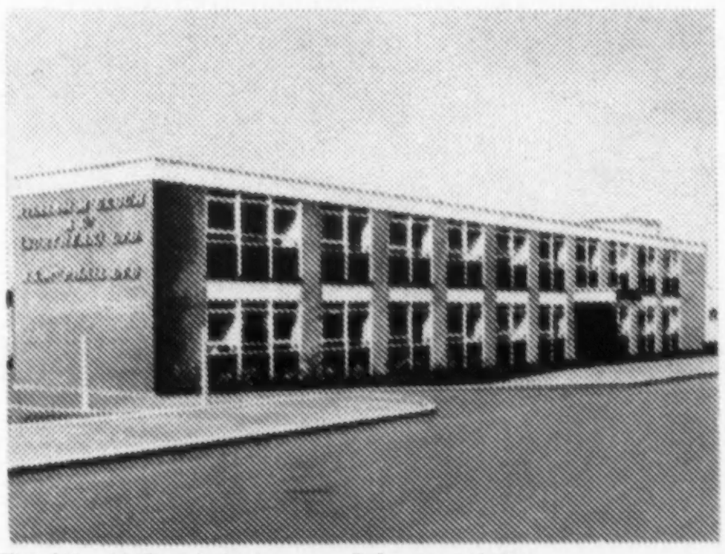
The George Ballantine factory on Balmore estate

The Hoover depot on Airdrie estate



The Ozalid factory on Balmore estate


Interior of Hoover depot at Airdrie


The Wm McGeoch factory on Balmore estate

The Galbraith's/Cochrane's factory at Abbotsinch

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Front cover photograph

Workers at the Teesside Division of APV-Paramount Ltd., Crawley, centrifugally casting high alloy, heat-resisting steel tube for use in fabrication of tube assemblies for hydrocarbon reforming plants. The Teesside Division currently occupies a 66,500 sq. ft. building, on the Cowpen Lane Industrial Estate, near Middlesbrough. The plant is probably unique in Europe in having all production operations from melting to shipping of complete assemblies under the same roof. Most of the tube assemblies are built into plant by constructors in various parts of the United Kingdom, a large percentage of this plant being for export. APV tube assemblies are currently in use in Norway, Finland, Holland, France, the United States and India.

Index to Statistics published regulary in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

Title	Last Published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	29 April 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	20 May 1970
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	11 Mar. 1970
UK balance of payments (Q)	11 Mar. 1970
Bankruptcy orders (Q)	27 May 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	8 April 1970
Industry's investment intentions (3 times a year)	21 Jan. 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	20 May 1970
Chemicals industry (Q)	6 May 1970
Companies:	
Acquisition and mergers (Q)	27 May 1970
New companies registered:	
Gt. Britain (M)	20 May 1970
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	13 May 1970
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	13 May 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	11 Mar. 1970
Electronics industry:	
Electronic capital equipment deliveries research and development (Q)	27 May 1970
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	27 May 1970
Film industry:	
British Film Fund Agency returns (M)	13 May 1970
Cinema admissions and takings (M)	20 May 1970
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	18 Feb. 1970
Household consumption (Q)	15 April 1970
Footwear industry orders and deliveries (M)	27 May 1970
Foreign trade:	
EFTA trade (Q)	18 Mar. 1970
Trends in exports of manufactures (A)	17 Sept. 1969
Industrial countries trade and production (Q)	6 May 1970
Foreign trade of the UK:	
Direct orders (A)	3 Sept. 1970
Unit value and volume index nos. (M)	20 May 1970
Value of overseas trade (M)	20 May 1970
Value of overseas trade: analysis of trends (Q)	6 May 1970
Gold and convertible currency reserves (M)	13 May 1970
Hairdressing trades turnover (M)	20 May 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	20 May 1970
Business (M)	13 May 1970
Industrial building (Q)	29 April 1970
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	27 May 1970
N. Ireland index (M)	27 May 1970
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	1 April 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	20 May 1970
Machine tools, deliveries and orders (M)	This week
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	13 May 1970
Production (M)	13 May 1970
Volume of production (M)	13 May 1970
Motor industry:	
Car and commercial vehicle production (M)	13 May 1970
Motor trades turnover (M)	20 May 1970
Office development permits (Q)	4 Mar. 1970
Partnerships registered (A)	8 April 1970
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	1 April 1970
Retail prices index (M)	27 May 1970
Retail trades:	
Index nos. (M)	13 May 1970
N. Ireland index (M)	13 May 1970
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	6 May 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	7 Mar. 1970
Industry's stocks (Q)	8 April 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Retail (M)	20 May 1970
Television:	
Overseas payments and earnings (A)	5 Nov. 1969
Textiles:	
Clothing and textile orders and deliveries (M)	27 May 1970
Cotton production (M)	27 May 1970
Hosiery production (M)	27 May 1970
Wholesale houses sales (M)	20 May 1970
Wool exports (Q)	27 May 1970
Wool output (M)	27 May 1970
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	20 May 1970
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1970
Index nos. (M)	20 May 1970

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Board of Trade Regional Organization	13 May 1970
British Commercial representative overseas	22 April 1970
Customs notices of interest to exporters	20 May 1970
Directory of Board of Trade departments and their work	8 April 1970
ECGD local offices	25 Feb. 1970
Half-yearly index – July-Dec. 1969	13 Feb. 1970
Official Receivers' offices	20 May 1970
Programme of trade promotions	11 Mar. 1970

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ADVERTISEMENTS

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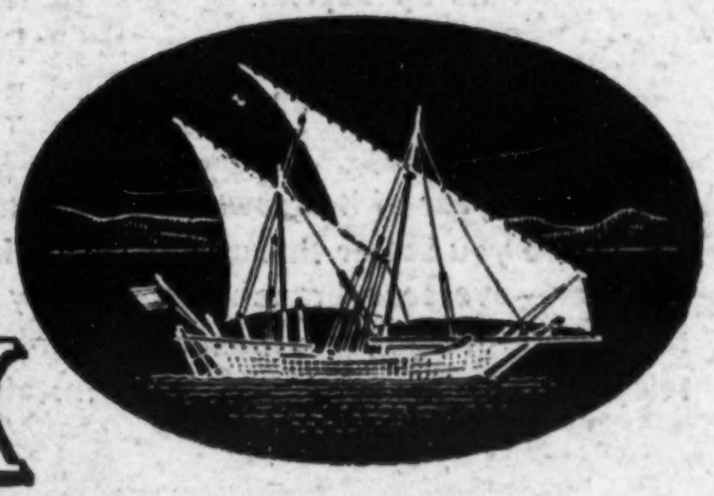

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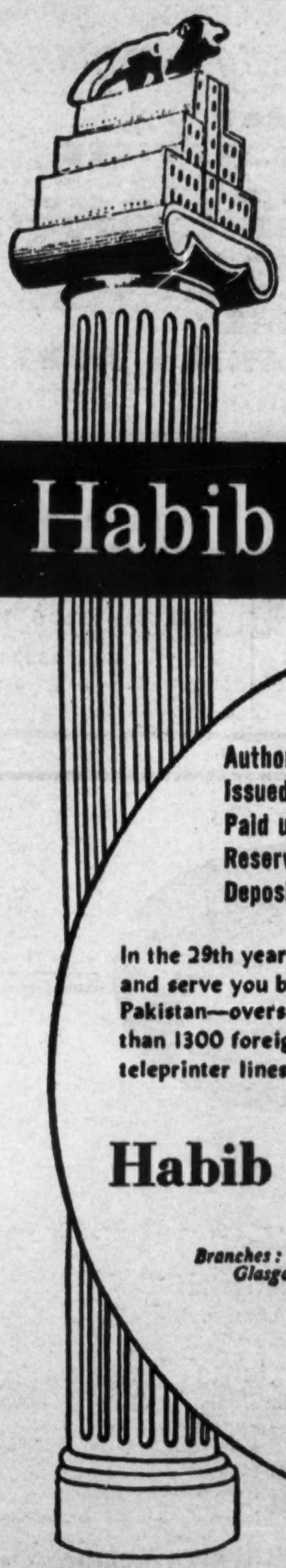

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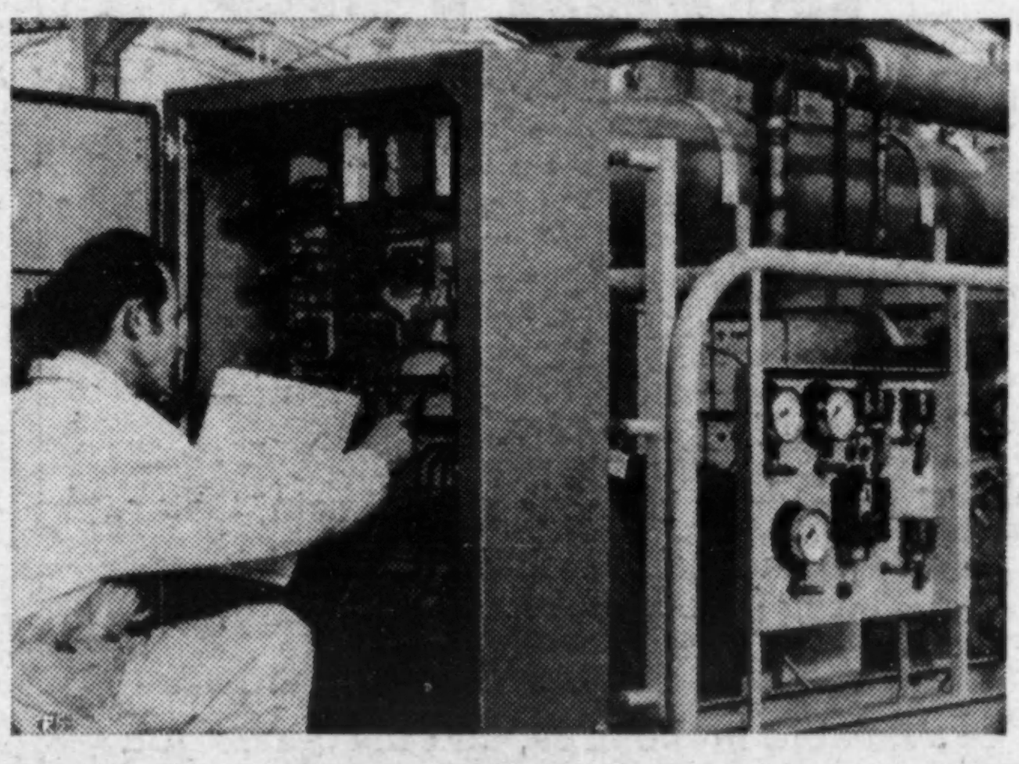
Trading with the Gulf—II

An article in the *Board of Trade Journal* of May 20 dealt with the commercial prospects of the protected sheikhdoms of the Gulf as a whole. This article, compiled by the commercial staffs of HM Political Agencies on the spot, deals with the prospects for the larger sheikhdoms considered individually.

BAHRAIN: FROM OIL TO ALUMINIUM

THE FIRST of the articles in this series described the background to Bahrain's development from the first oil state in the Gulf to a forward-looking community aiming at the development of secondary industry. It is worth underlining the territory's solid infrastructure which is the basis of this development: a sound administration, excellent road system, reliable water and electricity supplies; the only Gulf port which bears no surcharge (and even so the port is being further expanded); ample supplies of natural gas; and most notably a high quality labour force.

Commercial confidence, considerably disturbed initially by the announcement of the planned withdrawal of British troops by the end of 1971, has recovered dramatically in recent months. A further boost has been provided by the expected early renunciation of Iran's claim to sovereignty over Bahrain, and the local merchants



Final checking of the critical wiring in the control box on a 25-ton refrigeration water chilling unit, at the Sandown, Isle of Wight factory of Temperature Ltd., a member of the Norcros Group. The unit forms part of a 100-ton air conditioning plant, valued in excess of £20,000, which will condition laboratories, offices and messing accommodation in a large smelting plant in Bahrain.

are now planning for the development of normal commercial relations with Iran. Already about 35 per cent of Bahrain's imports, which come to over £45 million a year, are re-exported, mainly to Saudi Arabia, and it is hoped that Iran will provide not only a field for further re-exports, but possibly a major export outlet for Bahrain's industrial development.

Bahrain's trading pattern reflects the steady social development of the territory: imports increase by some 10 per cent annually, and British exports have remained a fairly constant share of the total. These overall figures disguise changes in trade which are not, however, to our advantage. The last six or seven years have seen a major broadening of the consumer market in line with the population increase and a rising standard of living, yet Britain's share of the consumer market is declining. Our share of the overall market is mantained at present by a small number of large capital projects and with the help of ECGD. In some areas of the *souq* trade – the local Arab market for consumer goods – we are faced with low-priced competition (in an extremely price-conscious market) from the Far East, but there are many lines such as pharmaceuticals, preserved foods, clothing and high quality textiles where our competition is from countries whose capital, labour

BoT's NEW EXPORT INTELLIGENCE SERVICE

Details of the Board of Trade's new Computerized Export Intelligence Service, which came into operation yesterday, are given on page 1522.

and freight costs are much the same as Britain's. Unfortunately, in some goods we are our own worst competitors (there are 17 United Kingdom pump-manufacturers represented in Bahrain) whereas in others (domestic radios) we leave the field clear to the competition, from Europe quite as much as from Japan.

British predominance in consultancy and contracting work in Bahrain, compared with an indifferent performance in consumer goods, is paralleled exactly by the distribution of visitors. A steady flow of engineers, architects and builders pass through the territory seeking new work, and possibly on occasions providing the final spur to commencement, whilst efforts at consumer goods promotion seem to be excessively concentrated in correspondence inquiries. Yet sales representatives are frequently surprised and delighted at the amount of business they obtain during a visit.

Bahrain's industrial development of which the construction by a British firm of a £30 million aluminium smelter is the most dramatic example will further broaden the market base, and whilst no one would predict boom conditions in sight, a healthy continuous growth can be foreseen, making Bahrain an attractive element in the Gulf market as a whole.

QATAR

Qatar has not captured the headlines to the same extent as some other oil-rich Gulf states, but it could yet do so. The State's income, which is currently derived almost entirely from oil, reached £50 million in 1969 and will in all probability exceed £60 million by 1975. If more oil is found, Qatar's income could, of course, become much higher still.

The oil revenues have been used to finance an infrastructure programme that includes development of proper water and electricity supplies, a sewerage scheme, a comprehensive network of roads, a new four-berth deepwater jetty and a modern airport. This development will continue side by side with the development of educational, social and welfare facilities.

However, the Government of Qatar wish to lessen the State's dependence on oil and to reduce its expenditure on imports, and for this reason have embarked on a policy of diversification and industrialization. This process began a year or two ago with the

(*Continued on page* 1495)

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construction of a cement works and a shrimp processing factory; it is continuing with a flour mill and fertilizer plant, the latter costing in the region of £26 million.

The next stage in the country's development is now under consideration. Amongst the projects under study are an aluminium smelter, a petro-chemical industry, an oil refinery, a glass industry, and several small and medium sized labour-intensive industries. Not everyone of these projects will necessarily materialize, but they should, nevertheless provide British business with excellent opportunities. The Qatar Government welcomes overseas participation in the financing, management and, where appropriate, marketing of most major projects, and the openings for consultants, contractors and suppliers of plant and equipment should also be considerable.

The build-up of work on existing projects, particularly the fertilizer plant, has already resulted in a marked increase in local business activity and Qatar may be about to enjoy the sort of conditions of rapid economic growth that have characterized the Gulf. The influx of skilled and unskilled labour is continuing and the numbers of expatriate engineers and technicians has increased: recent estimates have put Qatar's population as high as 120,000. Contracting firms are mushrooming and many new shops, offices and houses are under construction. Qatar's imports in 1969 reached a record £22 million and will reach even higher levels in the next year or so.

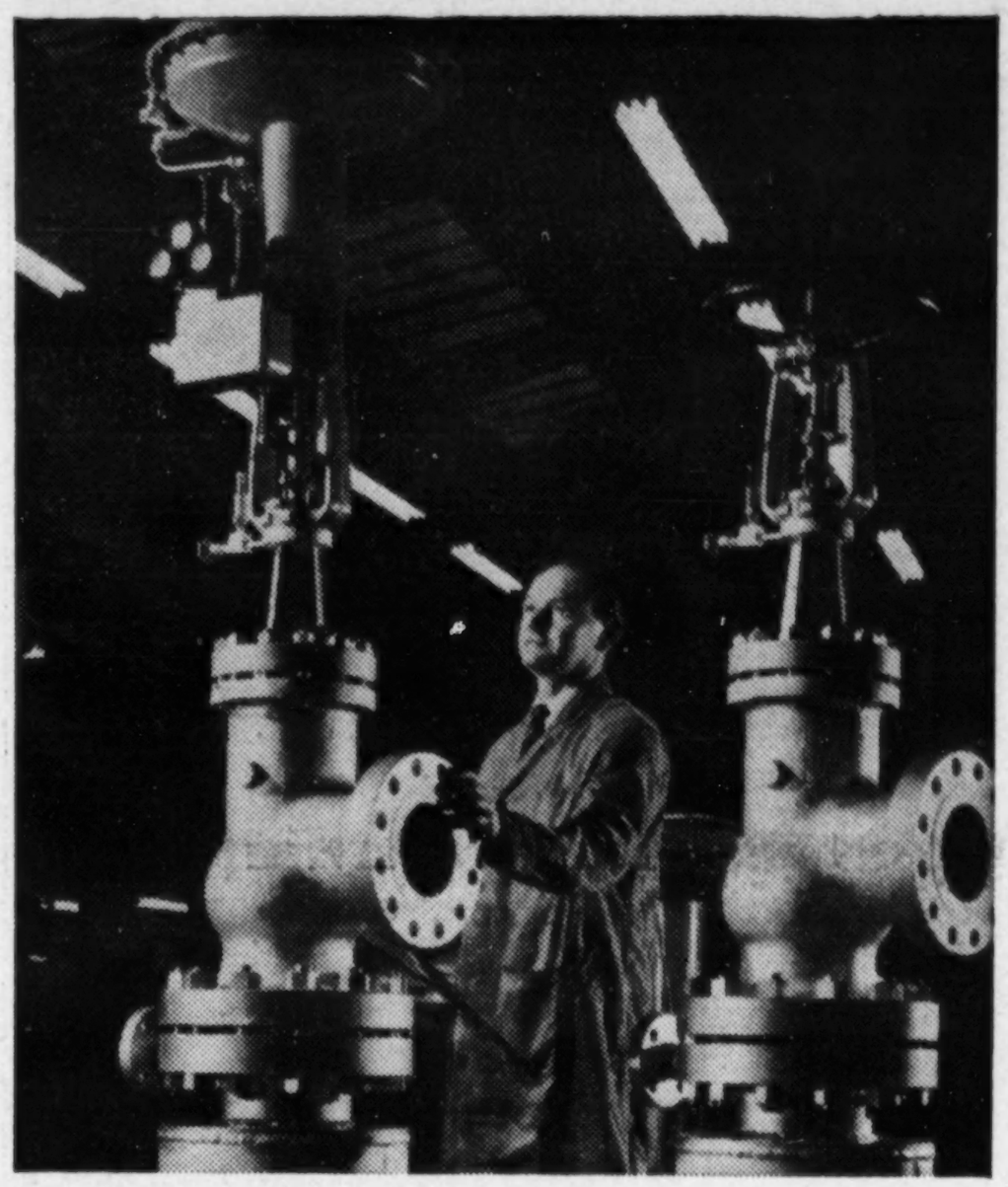
The United Kingdom has so far retained a 25 per cent-30 per cent share of the market, but the competition from Japan and elsewhere is hotting up. Fields in which British firms might concentrate their efforts are contractors' plant, building materials and electrical goods, although a reasonable market can be found for most products at this particular time. Twenty years or so ago, it would have been reasonable to leave Qatar off the list of countries to be visited on a tour of the area. For most exporters this would now be a mistake.

DUBAI PRESENT AND FUTURE

The last 10 years have seen Dubai grow from a small fishing town to a leading entrepôt centre of the area, its creek lined two and three deep with colourful local craft, while out at sea great ships from all over the world unload their cargo into the lighters for transfer to the shore. Imports have shot up, especially in the last three years; from £27 million in 1966 they grew to around £82 million in 1969. Foreigners have flooded in to provide basic labour and to swell the ranks of the Arab and expatriate merchant communities who serve the needs of Abu Dhabi and the Northern Trucial States and re-export their purchases to Iran, the Indian sub-continent, and even further afield. The town has expanded beyond recognition. Roads, water and electricity have been provided and a municipal sewerage scheme is under way. The creek has been dredged and improved, and wharves have been extended under the pressure of imports. A giant deepwater harbour with 15 berths and a new airport terminal building are under construction. The value of the two contracts alone is nearly £30 million. In addition to the Government-sponsored development projects private building is booming. Despite the high cost of land merchants are finding it very profitable to put their capital into residential and commercial building. In Dubai itself whole streets are being rebuilt, while in the newer commercial district of Deira vacant lots seem overnight to sprout new buildings. In the suburb of Jumairah villas now line the beach for several miles and extend their rows inland to the Abu Dhabi road. On the outskirts of town, in the industrial area, and along the Sharjah road, modern showrooms and warehouses are springing up and it is becoming difficult to find a prosperous merchant or trading company which does not have new premises under construction or planned. Soon Dubai's lack of accommodation up to Western standards may be a thing of the past.

Banks are amongst the most prolific builders here at present.

(*Continued on page* 1497)



Special steam pressure reducing/desuperheating valves undergoing inspection at the Brighouse, Yorkshire, factory of J. Brakeborough & Sons Ltd., before shipment to Qatar. The valves are for installation in the Ras Abu Aboud power station which, in addition to its normal duty, also supplies pass-out steam from its turbines for the running of a nearby British-built 2 million gallons per day sea-water distillation plant.

FROM THE ATLANTIC TO THE GULF THE ARAB WORLD IS ON THE MOVE

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There are already 11 banks in Dubai, representing banking interests of eight foreign countries including Britain, and others have received permission to open. The advent of these new banks, many of them from countries hitherto without national banking facilities here, will put further pressure on Britain's strong commercial position.

The 1970's will be a decade of further change for Dubai in at least two important respects. First, the discovery and exploitation of the offshore oil field will add a new dimension to her traditional entrepôt role. Oil shipments commenced in autumn 1969 and production of at least 100,000 barrels a day is expected to be achieved this year. In 1971 Dubai's income from oil should reach some £14 million and this figure may well be exceeded. The extra revenue will enable the state to go ahead even faster with its development programme, and the Ruler has announced his intention of abolishing even the present low import duty of 4.625 per cent on almost all goods to make Dubai a free port for imports, exports and local manufacture or assembly.

The opportunities are not bounded by the requirements of the local population. Dubai merchants have done well out of rice, tea and quality consumer goods for Iran; cars, building materials and equipment for oil-rich Abu Dhabi; food and general merchandise for Muscat, and, of course, gold for India. Switzerland's annual exports to Dubai of around £9 million consist almost entirely of watches, enough for each man, woman and child in the state to buy four expensive watches every year. Japan has found a £6 million market for nylon textiles and one Japanese manufacturer has achieved a dominant position in the car market inside a few years. India sells large quantities of tea and reinforcing bars; Pakistan has registered successful sales levels of cement and rice.

There are many sectors of the market in which the prospects are bright for British firms able to sell at competitive prices and to offer reliable delivery dates. British products as unlikely as heavy motorcycles and fur coats and wraps are finding buyers here – for re-export, of course, not local consumption. In the construction field further Government expenditure is planned on a large hospital, which has been awarded to a British contractor and on which work has just started; a new police headquarters costing about £1 million; further creek improvement work, possibly to include a road tunnel near its mouth; and land reclamation and a corniche on the north bank. Private capital may be involved in a cement factory and a flour mill, and a new power station and associated desalination plant have been recommended by consultants. The new harbour will also involve heavy expenditure on tugs, buoys, fencing, mechanical handling equipment and a wide variety of other purchases, first details of which are expected to be released soon. The American firm which built the revolutionary underwater oil storage tank is considering the production of several more on its site near Dubai.

The construction boom and the further extension of roads, municipal services and communications equipment have created extensive demand for all types of construction machinery; building materials; sanitaryware; electrical equipment, cables and light fittings from power transmission equipment down to domestic sockets and switches; diesel engines; generators and welding sets; indeed anything used in the building industry. Prefabricated buildings and steel-framed structures are also in wider use. Domestic electrical appliances are notching up new sales records as Western tastes become more widespread and the standard of living rises. A new hire-purchase finance company, the first of its kind in the area, which was established at the end of 1969 by a British bank with the Ruler's co-operation, has been welcomed by domestic appliance merchants in particular and is expected to give this sector of the market a further boost.

Businessmen planning a visit to Dubai should not overlook Sharjah, the capital town of the state of the same name. It is only 20 minutes away by tarmac road and it, too, is enjoying a period of unprecented development and commercial growth which offer good opportunities for British enterprice.

A speaker at the briefing of a recent New Zealand trade delegation summed up the local merchants quite justly as 'some of the most knowledgeable and astute businessmen you will meet anywhere.' The British visitor will, however, find a friendly reception

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and a great interest in the possibility of doing business, for Britain's reputation for quality remains high here.

ABU DHABI

The small population of Abu Dhabi, the largest and richest of the seven Trucial Coast Sheikhdoms, enters the seventies happy in the knowledge that the State's oil revenues, estimated to reach almost £90 million by the end of this year, are mounting and could exceed £200 million by 1980.

The advent of oil and the income it has brought has transformed Abu Dhabi in the short space of 12 years from a sleepy agricultural, fishing and nomadic community into the beginnings of a thrusting modern society. Abu Dhabi's *per capita* income of about £1,600 per year is probably now the highest in the world.

The economic and social development of Abu Dhabi as a modern State began in a leisurely fashion during the closing months of the previous Ruler's reign but was greatly accelerated shortly after the accession of Sheikh Zaid. In 1966 and 1967 contracts were rather haphazardly farmed out for the construction of a road across the harsh desert to Al Ain in the Buraimi group of Oases, for an international airport, a corniche, a vast port installation, housing schemes, water distribution, etc. The peak of the boom was reached towards the end of 1968; it was then realized that insufficient attention had been paid to the establishment of an administration and to proper fiscal control. In the summer of 1969 a temporary halt was called to new developments since when there has been a pause in the economy and a general slackening in business activity. The Abu Dhabi Government are, with the help of a newly appointed financial adviser, facing up to the task of reversing the trends arising from overspending during the past three years. It is fully expected that by mid-1971 the Government's development programme will be back on course again. The Five Year Development Plan, launched in March 1968, will probably continue to be the guide-line which the country's development will follow.

To the business visitor Abu Dhabi Island conjures up one enormous building site. The volume of building construction which has taken place in both the public and private sectors of the economy during the past two years has been astonishing and, discounting the present temporary setbacks, is likely to continue. The demands of the market will be on much the same lines as those for the Northern Trucial States mentioned above, with the same emphasis upon all kinds of constructional materials, machinery and equipment. The Abu Dhabi Government are, like neighbouring Governments, intent on diversifying the economy away from too much dependence upon oil and to develop new labour opportunities and sources of revenue; and they have retained a United States firm of consultants to advise on the establishment of suitable industries. The firm's final report has recently been submitted and, as a result of its recommendations, industrial development projects in the spheres of petro-chemicals, minerals, building materials and light to medium industries can shortly be expected to be implemented.

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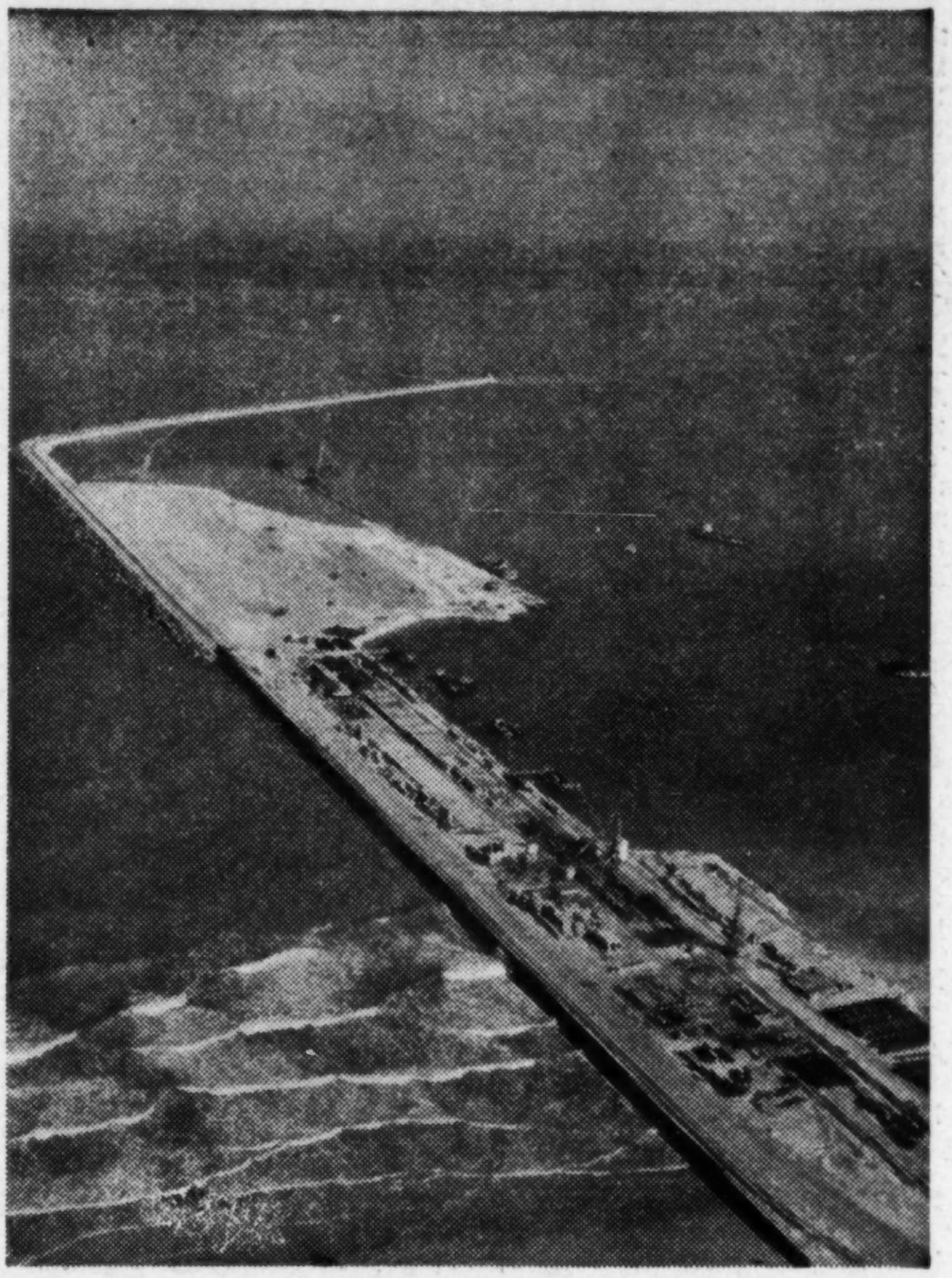

Dubai deepwater harbour. This aerial photograph shows the stage of construction reached in late January. Photograph by the contractors, Costain's.

BTA to award special trophies for tourist enterprise in European Conservation Year

THREE SPECIAL TROPHIES will be awarded by the British Tourist Authority in 1970 for outstanding examples of tourist enterprise during European Conservation Year. They will be known as the 'Britain, '70' awards and will go to the sponsors of conservation work undertaken primarily to attract and cater for tourists.

A BTA spokesman said that enterprises qualifying for the awards could include such undertakings as the restoration and conversion of an historic mill or similar building into a restaurant, crafts exhibition or museum; the restoration and conservation of an historic canal for leisure or recreational purposes; or the restoration and conservation of an historic house, inn, building or group of buildings.

The three awards – specially designed plaques – would be offered by the Authority only in 1970, which was European Conservation Year, he said.

The British Tourist Authority's 'Britain, '70' awards scheme will operate jointly with the existing 'Come to Britain' trophy competition, which is designed to stimulate the provision of new services and amenities for visitors from abroad.

Entry forms covering both the 'Come to Britain' trophy and the 'Britain, '70' awards can be obtained from: David H. Jones, Chief UK Press and Public Relations Officer, British Tourist Authority, 64 St. James's Street, London, S.W.1.

Certificates of Origin

HM CUSTOMS AND EXCISE have announced that the following forms of Certificate of Origin for goods imported into the United Kingdom are being reprinted in a layout suitable for use with aligned series of documents. The forms in question are those which are required as evidence in support of claims for admission of goods free or at preferential rates of duty. The forms are:

Commonwealth Preference Certificates of Origin
- XS 112
- XS 113
- XS 119
- XS 120

Anglo-Irish Free Trade Area Certificates of Origin
- XS 127
- XS 128

Anti-Dumping Duty Certificates of Origin
- C 59

It is expected that the new forms will be available in a few weeks' time and they will be distributed through the usual channels.

Judging panel for 1971 CoID Design Awards (Capital Goods)

DR. ALEXANDER MOULTON, managing director of Moulton Developments Ltd., is to be chairman of the judging panel which will select the 1971 CoID Design Awards for capital goods. The other members of the panel will be Mr. R. David Carter, David Carter Associates; Mr. D. Downs, managing director, Ricardo & Company Engineers (1927) Ltd.; Mr. S. H. Grylls, consultant engineer, formerly chief engineer, Rolls-Royce, Car Division; Professor Brian Shackel, head of applications and director of research, Department of Ergonomics and Cybernetics, Loughborough University; Mr. R. Stevens, design manager, Post Office Telecommunications and Mr. D. T. N. Williamson, director of Research and Development, Molins Ltd.

Manufacturers wishing to enter products for this awards scheme must submit them to the CoID by the end of July. CoID Design Awards are given for products which demonstrate significant economic and technical advantages in conjunction with ease of use and appropriate appearance, with preference being given to products which achieve their design objectives in an original manner. The capital goods awards scheme covers all classes of industrial machinery, electrical and electronic equipment, scientific instruments, medical equipment, and industrial and commercial road and rail transport. To be eligible for the 1971 awards, products must have been designed and made in Britain and have been in satisfactory use since July 1969.

Full details about the CoID Design Awards scheme and entry forms are available from Mr. A. H. L. Key, Capital Goods Awards Office, Council of Industrial Design, 28 Haymarket, London, S.W.1 (Tel. 01-839 8000).

Exports to Japan leap by 20 per cent

—BNEC Asia

BRITISH EXPORTS to Japan continue to break all records. Speaking in Tokyo on May 25 Mr. Michael Montague, the chairman of BNEC Asia, revealed that exports to Japan during the first four months of this year were worth £48 million – an increase of 20 per cent over last year's figures.

Mr. Montague predicted that export sales to Japan this year would top the £150 million mark. He is visiting Japan as part of the follow-up programme for the British Week held in Tokyo last September and announced before leaving for Hong Kong that a series of major store promotions will be held in September and October throughout Japan.

Twenty-four department stores, from Kushiro in the northern island of Hokkaido, to Kagoshima in the southern island of Kyushu will participate. Among the famous department stores taking part will be Isetan in Tokyo, and Hankyu and Hanshin in Osaka.

Several other principal cities will be seeing their first ever promotions of imported British goods.

Japan is now one of the fastest expanding markets for British consumer goods and this year 22 business missions are visiting the country in a bid to maintain the momentum developed by the British Week last September.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.*

Review of the Queen's Award to Industry

THE REPORT of Lord McFadzean's Committee which was set up last December to review the arrangements for the Queen's Award to Industry was published on May 29 by HMSO, price 3s. The Prime Minister announced in the House of Commons on May 28 that the Government had accepted the committee's recommendations in full, and they would be implemented in the arrangements for the 1971 Awards.

The committee has reviewed all aspects of the scheme, including questions of scope and eligibility, and the criteria by which achievement is assessed. They recommend that the scheme has been successful and should continue 'as a permanent element in the ancient honours system of the United Kingdom and in our industrial life.' They say: 'We are particularly impressed by the response to this scheme from the factory floor, which we regard as further justifying the belief upon which it is founded that there is a place in this modern age for the concept of a Royal "battle honour" for the industrial unit which, working as a team, shows outstanding achievement in fields essential to the wellbeing and prosperity of the nation as a whole.'

The committee recommends that the Award should continue to be related to outstanding achievement in exporting or technological innovation (paragraph 9). However, they propose that the scheme be extended to cover units exporting services – such as those in the banking, insurance consultancy, contracting, brokerage, transport, and tourism industries and professions – on similar terms and conditions as apply to those exporting goods. They recommend extension also to merchants and others who do not themselves manufacture all they export: and that remitted dividends from direct investment in associated undertakings abroad (but not portfolio investment or overseas lending) should be taken into account as well, under the conditions they provide. The committeee stresses that their recommendation that exports of services should be brought within the scheme derives from the similarity of such exports in purpose, nature and result to exports of goods; and provides for this principle to determine whether a particular activity should be deemed eligible for consideration or an Award, and on what basis.

The criteria by which achievement is assessed have been reshaped both to take account of the extended eligibility and to ensure that the factors weighed by the assessors are generally understood. The criteria for export achievement provide for the level of the applicant's exports, and the size of the unit's operations and the nature of the goods and services concerned, to be taken into account as well as recent growth in exports. The excellence of the unit's export marketing organization and initiatives is to be a factor also. In the case of technological innovation, provision is made for the timely application of established technology to a production process, as well as for 'advances' in process technology.

In all, the committee lists 24 recommendations in the summary of its report, including a recommendation for a further review not later than 1975. One recommendation provides that the personnel of successful units should be permitted to wear the emblem on neckties or cufflinks or brooches, under suitable safeguards.

Notes:

The present arrangements for the Award Scheme were worked out by a committee under the chairmanship of HRH The Duke of Edinburgh in 1965, and the first Awards were made in 1966. Awards are made annually on The Queen's actual birthday, April 21. The Duke of Edinburgh's Committee recommended a review after five years so that any modifications which experience of its operation showed desirable could be introduced.

When the Prime Minister announced the review in Parliament last November he invited those wishing to suggest changes in the scheme to submit views to the McFadzean Commitee for consideration. The big response, from 120 trade associations, firms and others listed in the committee's report, reflects the widespread interest in the scheme in the country. Among others, submissions were received from the Confederation of British Industry, the Committee on Invisible Exports, and the Association of British Chambers of Commerce.

The committee was chaired by the Rt. Hon. the Lord McFadzean and had eight members. Its composition was announced on December 23, 1969, and was broadly similar to that which set up the original scheme in 1965: Lord McFadzean, member of the Duke of Edinburgh's Committee which drew up the scheme in 1965 and subsequently (1965-1967) of the Advisory Committee which advises the Prime Minister in the selection of candidates for recommendation for the Award; Sir William Armstrong, head of the Home Cvil Service, chairman of the Advisory Committee; Sir Richard Clarke, Permanent Secretary, Ministry of Technology; Mr. W. Ernest Haynes, member of the TUC general council 1964-69; Lord Kings Norton, member of the Duke of Edinburgh's Committee, and subsequently of the Advisory Committee, chairman of the Council for National Academic Awards; Mr. Cyril Hugh Kleinwort, chairman of the Committee on Invisible Exports; Sir Arthur Norman, President of the Confederation of British Industry 1968/70; Sir Antony Part, Permanent Secretary, Board of Trade, chairman of the Subordinate Committee which advises on the export aspects of applications for the Award; Sir Peter Runge, mmeber of the Duke of Edinburgh's Committee and subsequently (1969) of the Advisory Committee, chairman of the British National Export Council.

Spring and August Bank Holidays in 1973

MR. ROY MASON, President of the Board of Trade, announced in Parliament on May 28 that the Spring Bank Holiday in England and Wales in 1973 will be on May 28 and the August Bank Holiday wil be on August 27. In Scotland the Bank Holidays will be on May 7 and August 6 respectively.

Notes:

The Summer Bank Holiday in 1970 as already announced is on August 31 (August 3 in Scotland).

Dates for the Spring and August Bank Holidays in 1971 and 1972 have already been announced. The dates are:

	Spring Holiday	August Holiday
1971	May 31 (Whit Monday) (Scotland May 3)	August 30 (Scotland August 2)
1972	May 29 (Scotland May 1)	August 29 (Scotland August 7)

Hearing Aid Council codes of trade practice

THE HEARING AID COUNCIL have submitted to the Board of Trade, for approval, codes of trade practice for dispensers of hearing aids in the private sector and persons employing such dispensers. The Hearing Aid Council Act 1968 states that in approving any code the Board of Trade can 'make their approval conditional upon its being modified in such manner as they may require.'

The codes have been sent to a number of interested organizations which have been invited to comment by July 15. Any interested person who did not receive a copy should contact the Board of Trade, General and Industrial Division (Branch 4), 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2557).

Consideration of mergers by the DEP

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity has announced that on the information at present before her it is not intended to refer the following proposed merger to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965.

Proposed acquisition by Hanson Trust Ltd. of Steels Garages Ltd.

Danish trade counsellor visits UK

MR. J. BOLVIG, manager of Hjorring Erhvervsraad (Hjorring Trade Counsel), Jutland, is currently visiting the United Kingdom and wishes to meet any British firms interested in some form of local production or partnership in Denmark. Mr. Bolvig can be contacted from today (June 3) at the Church Hotel, 30, Portman Square, London, W.1.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 17.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	Farnesyl acetate	As in previous column	December 31. 1970	13453
29.26	Guanidinium nitrate	As in previous column	December 31 1970	10475
29.31	Diethyl sulphide	As in previous column	December 31. 1970	11146
30.02	Foot and mouth vaccine	As in previous column	December 31. 1970	13444

NOTICES TO IMPORTERS

Imports of fresh apples

THE BOARD OF TRADE announce in Notice to Importers No. 1293, June 3, that the quota for imports of fresh apples from non-sterling sources other than the Eastern Area countries for the period from July 1, 1970, to December 31, 1970, will be 15,200 tons (304,000 cwts.).

Applications can be considered only from traders who held such licences during the corresponding period of last year. They should be made on form ILB/A and be sent to the Import Licensing Branch, Board of Trade, 1 Victoria Street, London, S.W.1, as soon as possible. Page 1 of the application form should be completed and page 2 left blank; on page 3 and copies, only the applicant's name and address and description of goods (fresh apples) should be entered.

Traders who normally effect clearances at more than one port will receive licences split in the same proportion as hitherto. Only one application form need be completed.

Imports of fresh pears

THE BOARD OF TRADE announce in Notice to Importers No. 1294 of June 3 that the quota for imports of fresh pears from non-sterling sources other than the Eastern Area countries for the 12 months from July 1, 1970 to June 30, 1971, will be 28,000 tons (560,000 cwts.).

Applications can be considered only from traders who held such licences during the quota year now ending. They should be made on form ILB/A and be sent to the Import Licensing Branch, Board of Trade, 1 Victoria Street, London, S.W.1, as soon as possible. Page 1 of the application form should be completed and page 2 left blank; on page 3 and copies, only the applicant's name and address and description of goods (fresh pears) should be entered.

Applicants who wish to effect clearance at more than one port should make out the appropriate number of forms, indicating the proportions in which they wish their allocations to be split.

Import Duties (General) (No. 3) Order removal of duty on esparto wax

HM TREASURY have made The Import Duties (General) (No. 3) Order 1970 (S.I. 1970 No. 772).

The Order, which removes the import duty on esparto wax, comes into operation on June 4, 1970.

Copies of the Order are available direct from Her Majesty's Stationery Office, London, W.C.2 and branches. Price 4d., by post 8d.

Notes:

The Board of Trade announced in the *Board of Trade Journal* of February 25, that they were considering an application from United Kingdom interests for removal of the import duty on esparto wax, ex Tariff sub-heading 15.16 (B). After a full examination of that application the Board of Trade decided that it should be granted and, by virtue of their powers under the Import Duties Act, 1958, recommended to HM Treasury that the necessary Order should be made.

The existing full rate of duty on esparto wax (in force until June 3, inclusive) is 6 per cent *ad valorem*. Imports from the Commonwealth Preference Area and EFTA continue to be free of duty.

Although esparto wax was produced in the United Kingdom for many years there is no longer any home production.

Import Duties (Temporary Exemptions) (No. 6) Order—seed oysters

THE TREASURY has made the Import Duties (Temporary Exemptions (No. 6) Order 1970 (SI 1970).

The Order provides for the temporary exemptions from import duty, until August 1, 1970, of certain seed oysters.

The Order came into operation on June 1, 1970, and has been published as Statutory Instrument 1970.

Copies of the Order are available from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1 and branches (price 4d.), or by post from Her Majesty's Stationery Office, PO Box 569, London, S.E.1 (price 8d.).

New interest in mineral development in Northern Ireland

THE NORTHERN IRELAND Ministry of Commerce has announced that several large international mining companies have applied for prospecting licences in Northern Ireland following new legislation on the ownership of mineral rights. A total of nine applications has been received so far and the next few years should determine whether Northern Ireland has any real wealth of mineral resources.

These applications, covering large tracts of the country, have followed the passing of the Mineral Development Act (NI) 1969, which centralized ownership of mineral rights in the Ministry of Commerce. Interests include certain clays, bauxite and salt, but the majority want to establish if there are any valuable base metals in existence.

Mr. Roy Bradford, Minister of Commerce, said: 'In the past a major deterrent to prospectors operating in Northern Ireland was our complicated mineral ownership position, under which minerals could belong either to private individuals, or to the Ministry as successor in title to the Irish Land Commission or the Northern Ireland Land Purchase Commission. Long and complicated title searches were often necessary to establish the true ownership and this was a great stumbling block.'

Until now Northern Ireland has not been regarded as rich in mineral resources of the rarer type. Nevertheless there is a substantial industry in minerals, mostly of the common stone variety, and the quantity and value produced is rising yearly. In the period 1936-1940 production totalled 1,388,000 tons with a value of £240,000. By 1968 the annual total, disregarding the mining of rock salt, was 15,671,000 tons valued at just over £5 million.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

Aviation and Shipping

Development plans for Edinburgh (Turnhouse) airport

IN REPLY to a Question in the House of Commons on May 28 about the future development of Edinburgh (Turnhouse) Airport, the President of the Board of Trade, Mr. Roy Mason, announced that, subject to planning permission and land purchase, a new terminal complex and a new main runway will be built at Turnhouse Airport.

The need for a major new terminal complex at Turnhouse Airport to cater for traffic growth has already been accepted. The existing terminal building and associated facilities cannot be improved significantly in their present situation. However the siting of a new terminal complex has been dependent upon the nature of runway development to be undertaken.

The choice lay between strengthening and extending the existing main runway, which is not aligned to the direction of the prevailing wind or the construction, at greater expense, of a new main runway. Cost/benefit studies of these two alternatives have been carried out and recently reappraised by the President of the Board of Trade in close consultation with the Secretary of State for Scotland.

In view of the importance of Turnhouse Airport to the continuation of good air communications to Edinburgh and east central Scotland, the Government has decided that, a new main runway should be provided at Turnhouse together with a new terminal complex suitably sited to serve the new and existing runways. The new runway should almost entirely eliminate diversions from the airport on account of cross-winds. The present estimate of cost is £8.4 million, of which about half will be for the runway development and half for the terminal complex over a number of years.

A provisional agreement was reached two years ago between the Board of Trade and the British Airports Authority about terms for a transfer of responsibility for Turnhouse Airport to the Authority under which the Government was to make a substantial direct contribution towards the cost of a new runway and terminal complex. Discussions with the BAA will now be resumed as a matter of urgency because it is the Government's intention that, subject to planning permission and land purchase, the development of these new facilities should be completed as soon as practicable.

Gallup Poll on seamen

TO ASSIST THEM in their examination of the problem of wastage of seagoing personnel and its implications for recruitment and training, the Lord Rochdale Committee of Inquiry into Shipping commissioned Social Surveys (Gallup Poll) Limited to conduct a scientific study of the attitude of seafarers to their employment. This study is the first of its kind for the shipping industry. Based on the results of interviews with some 1,200 seafarers and 400 former seafarers it looks at nearly every aspect of employment in the Merchant Navy. The study falls into two parts. The first is an inquiry among officers and ratings currently serving at sea to ascertain attitudes to work, and past and present career plans. The second is an inquiry among former seafarers to ascertain their reasons for leaving the sea and their retrospective assessment of employment in the Merchant Navy.

The study sets out clearly what the seafarers interviewed regard as the more attractive features of life at sea, and the least satisfactory. It also indicates that the causes of wastage are complex and that no one factor is the sole cause of the high rates of wastage. One of the features which may surprise some is that at the time they first went to sea only one third of the seafarers interviewed regarded the sea as a lifetime career.

Because the study will undoubtedly be of value to all those with an interest in this question the Rochdale Committee have recommended that it should be made generally available. Copies may be obtained (price £10 including postage) from the Librarian, Board of Trade, 1 Victoria Street, London, S.W.1.

White Paper on Environmental Pollution

GOVERNMENT PROPOSALS to deal with problems of aircraft noise and pollution of the sea and beaches by oil are discussed in the White Paper, *The protection of the environment: the fight against pollution* (Cmnd 4373), published on May 28 (HMSO 3s.) The White Paper is a progress report outlining the nature of the problems, the current situation and proposals for Government action. It also considers the pollution of the air, the land, of fresh water and pollution by radioactivity.

It reports that an Advisory Council on Noise has been set up and that the law has been amended to make it easier to bring civil actions against those who create a nuisance by noise in England and Wales. It points out that aircraft noise is coming under increasingly strict control as a result of international agreements. An Order made in March will have the effect of requiring that new types of sub-sonic jet aircraft operating in Britain make only about half as much noise as comparable types currently in service. The Government consider that commercial supersonic flights which could cause a boom to be heard on the ground should be banned and they will shortly publish draft proposals for discussion with all concerned.

The chapter on pollution of the sea reports that the Government are enforcing recent international agreements to reduce the pollution of the sea by oil. They are raising the penalty for illegal discharge of oil into the sea. The Government will ratify the Convention under which tanker owners will be strictly responsible for a much greater proportion of the damage caused by an oil spill and will introduce appropriate national legislation. The Government, in consultation with industry, will regulate the search for, and exploitation of, oil in the shallow seas around Britain so as to minimise the chances of oil leaks.

Anglo-Bulgarian Air Services Agreement

AN ANGLO-BULGARIAN Air Services Agreement was signed in London on May 28. The Agreement was drawn up at recent talks in Sofia and places on a permanent basis the existing informal arrangements which have hitherto governed air services between the two countries. Under the Agreement BEA will be allowed to operate scheduled services to Sofia via Belgrade, and Balkan, the Bulgarian carrier. will be allowed to fly to London via Brussels.

BEA are starting services to Sofia this June. Balkan have been operating to London since 1965.

The Agreement was signed on behalf of the United Kingdom by Mr. Goronwy Roberts, Minister of State, Board of Trade, and by Mr. Evan Luard, Parliamentary Secretary, Foreign and Commonwealth Office. Mr. Grigor Stoichkov, Minister of Transport, signed on behalf of Bulgaria.

Public inquiry into loss of 'Nicolaw'

THE BOARD OF TRADE have ordered a public formal investigation under Section 466 of the Merchant Shipping Act, 1894, into the foundering with the loss of two lives of the motor vessel 'Nicolaw'. The casualty occurred on November 15, 1969, in a SW gale about 1¼ miles of Boulogne Breakwater.

The hearings will commence at 10.30 hours on Monday, November 2, 1970, at 4 St. James's Square, London, S.W.1, before the Wreck Commissioner, Mr. P. T. Bucknill, QC.

Auxiliary coastguards win shield for best wreck service

THE COASTGUARD SHIELD for the most meritorious wreck service of 1969/70 has been awarded to the Isle of Whithorn (Wigtownshire) Auxiliary Company for the rescue by breeches buoy of the crew of the 'Uranus', a Panamanian cargo ship of 500 tons which ran aground on the night of February 16 to 17, 1970. This is the third successive time that a Scottish Coastguard Company has won the Wreck Shield.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

TUESDAY, MAY 26

Advance factories in Wales

A statement on the present position of the advanced factory programme for Wales was asked for. Mr. Eric Varley, Minister of State, Ministry of Technology, said: 'Since November 1964, 52 advance factories have been authorized for Wales by the Board of Trade or Ministry of Technology. Of these, 30 are complete and in production; five are complete but untenanted and five are in the course of construction. A further 12 factories are at the planning stage.'

Answering a further question on industrial development certificates granted in Wales in each year from 1960 to 1969, Mr. Varley gave the following information:

Industrial Development Certificates approved in Wales 1960/69

	No.	Area (000) sq. ft.)	Estimated additional Employment ('000)†	
			Males	Total
1960	166	5,732	13·0	16·7
1961	119	2,499	3·1	5·9
1962	86	2,055	3·0	4·5
1963	86	1,624	2·4	4·1
1964	112	3 198	3·5	6·1
1965	135	4,491	4·9	8·1
1966	204	9,258	17·2	23·1
1967	223	5,663	8·0	11·9
1968	277	8,828	11·5	18·3
1969	315	8.297	12·8	18·8

Note
†Applicants' estimates of the jobs expected to arise when the projects are complete and fully manned

Company liquidations

A Member asked for figures for voluntary and forced liquidations of companies, both in total, and for the building and civil engineering industry for each of the last eight quarters. Mrs. Dunwoody gave the following information:

Numbers (England and Wales)

	Forced liquidations (†)		Voluntary liquidations (‡)
	Total	Construction (§)	Total
1968			
2nd quarter	775	..	1.448
3rd quarter	587	..	1.285
4th quarter	908	..	1.562
1969			
1st quarter	872	144	1,272
2nd quarter	871	156	1,404
3rd quarter	798	150	1,090
4th quarter	969	200	1,063
1970			
1st quarter	979	..	1,146

(†) Compulsory liquidations and creditors' voluntary liquidations
(‡) Members' voluntary liquidations
(§) Order XX of Standard Industrial Classification
.. Not available.

WEDNESDAY, MAY 27

Exports to Central American Republics

A Member asked the President of the Board of Trade how many trade offices he operated in each of the Central American Republics; and what proposals he had for increasing British exports to those countries. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, replied that there was a representative of the British Government resident in each of the six Republics in Central America, and trade promotion was one of his most important duties. The full range of the Board of Trade's export promotion facilities and those of the British National Export Council was available to firms exporting to these countries.

THURSDAY, MAY 28

Agricultural exports from Wales

Asked to give details of the ways in which the £45,000 granted to the British Agricultural Export Council had been spent; and how much was spent on promoting agricultural exports from Wales, Mr. Roy Mason, President of the Board of Trade, said: 'The grant is used for the promotion of exports of agricultural products and equipment from all parts of the United Kingdom.'

Pinnock Finance Company (GB) Ltd.

Mrs. Dunwoody, answering a question on the report of the inquirv into the affairs of Pinnock Finance, said: 'The report of the inspectors who investigated the affairs of Pinnock Finance Company (Great Britain) Limited and associated companies was received on April 30. The report is now being considered and a decision about its publication will be made as soon as possible.'

Loans for hotel development

Replying to a Member who asked for a statement about the progress of the official scheme for providing loans for hotel development, Mrs. Dunwoody said: 'Under the Development of Tourism Act 1969 the administration of the scheme of hotel assistance is the responsibility of the Tourist Boards. The Boards are required by the Act to make annual reports on their activities and the reports will be laid before the House.'

A similar answer was given to another question concerning the amount expended and how much committed, to date, in grants to aid the improvement or building of hotels.

Exports of footwear to Japan

A Member asked what reasons had been given to Her Majesty's Government as to why imports of British footwear into Japan were restricted by the Japanese Government; and what representations had been made with a view to having these restrictions removed by January 1, 1971. Mrs. Dunwoody replied that imports of footwear into Japan were restricted from all sources by a global quota which was claimed to be necessary because of special social problems in the leather manufacturing industries. 'We are not the main supplier of footwear to Japan, but in the current trade negotiations with Japan we are pressing for improved access for British footwear,' she said.

Expenditure on export services and promotion

The President was asked what was the total expenditure of public funds on export services and export promotion for the most recent year for which figures are available; and what were the estimated figures for the current financial year. He replied: 'Approximately £25 million in 1969/70 and 1970/71, including all staff costs and all forms of expenditure.'

Trade with Portugal and South Africa

The President was asked whether he would publish a White Paper on British trade and investment policy towards Portugal and South Africa and on British trade preference policy towards South Africa. He said: 'I see no reason to publish a White Paper. It remains the policy of Her Majesty's Government to increase our trade with Portugal and South Africa other than the sale of arms to South Africa or for use in Portuguese overseas territories. The preferential arrangements with South Africa assist our trade. Investment in Portugal is subject to exchange control regulations, and investors in South Africa are asked to comply with the Voluntary Programme.'

Dollar Land Holdings Company

Asked what action was proposed to ensure that the Dollar Land Holdings Company published their balance sheet for the year ended December 1969, Mrs. Dunwoody said an extraordinary general meeting of the company was to be held on June 4 to appoint directors. Their appointment should enable the accounts for the year ended December 31, 1968 to be completed and circulated to shareholders.

FRIDAY, MAY 29

Royal Assent for Bills

THE FOLLOWING Board of Trade Bills received the Royal Assent: Films Bill, Merchant Shipping Bill and Fishing vessels (Safety Provisions) Bill.

AVIATION AND SHIPPING

TUESDAY, MAY 26

Concorde

The Minister of Technology was asked to arrange for the construction of a model of Concorde, similar to the one on display at Paris Orly Airport for display at London Heathrow Airport. Mr. Neil Carmichael, Joint Parliamentary Secretary, Ministry of Technology, said that the Concorde mock-up at Orly was provided by the manufacturers, and matters of publicity of this kind were primarily for them to decide.

WEDNESDAY, MAY 27

Safety of merchant seamen

Mr. Roberts was asked if he had received the Report of the Steering Committee on the Safety of Merchant Seamen. Mr. Roberts replied: 'Yes, and I should like to give a very warm welcome to it. It presents a most valuable code of safe working practices, a document which has been keenly awaited by Government and industry alike. The Report also contains a number of recommendations which are basically acceptable, some of which need further study in the light of the recently published Report of the Committee of Inquiry into Shipping under Lord Rochdale and some of which will require consultation with other authorities. The Report of the Steering Committee is now being printed and will be published just before the middle of June.'

Aberdeen Air Terminal

Mr. Roberts, when asked to state his plans for improving and extending Aberdeen Air Terminal, said that the needs of Aberdeen (Dyce) Airport were kept under continuous review but with the developments in hand, which included a new taxiway link and the extension and strengthening of the apron, the airport should be capable of meeting the demands of the next few years.

New London Airport site

The President was asked to give an undertaking that a new London Airport site would be selected before the end of this year and that construction would commence immediately with a view to being operational by not later than the end of 1973 and completed by 1975. The President said a decision on the siting and timing of the need for this airport must follow the receipt of the report and recommendations of the Commission on the Third London Airport. Though he could not give an assurance that the decision would be taken by any particular date he recognized the need to avoid any undue delay.

New Books

In recent years, a number of guides to Canadian markets have been issued by various bodies, including *Selling to Canada* (British National Export Council), *Doing Business in Canada* (Canadian Imperial Bank of Commerce, 25 King Street, W. Toronto), *Canada: Opportunities for British Industry* (special supplement to *Export Services Bulletin*, 15th June, 1965), and *Canada's Centennial Year – Britain's Trade Opportunities* (*Board of Trade Journal* supplement, 21st April, 1967). **Marketing in Canada** (105 pages. British National Export Council, 6-14 Dean Farrar Street, London, SW1. Free) is the latest addition to these. Commissioned by BNEC Canada to assist British businessmen to develop more business in Canada, the book can be divided roughly into two sections. The first section deals with the Canadian market and gives the growth prospects and forecasts for the next five years. It also describes anti-dumping legislation, how to sell to government departments and gives details of the various provinces of Canada. The second part – Marketing in Canada – deals with the general philosophy of marketing in Canada, with separate chapters on the marketing of certain types of products such as capital equipment, industrial products and consumer durables. Case studies of companies who have succeeded in Canada are reported, and a list of bodies in the United Kingdom and Canada who can supply further information on the Canadian market is contained in an appendix. This handbook should prove useful both to the new-comer to the Canadian market and to those who are already established in Canada.

East European Rules on the Validity of International Commercial Arbitration Agreements, by L. Kos-Rabcewicz-Zubkowski. (344 pages. Manchester University Press. £3 10s. (£3.50) SBN 7190 0368 7). The elaborate system of rules worked out by government departments and other bodies which operate the state monopoly of foreign trade in the USSR and East European countries has a special interest and great practical importance for exporters to those countries. Commercial arbitration is the rule and adjudication the exception in East-West trade. Arbitration is governed by the will of the parties, by domestic laws and by international treaties. This book should help to indicate the present state of the law and of the rules of permanent arbitration bodies governing the validity of international commercial arbitration in the USSR and East Europe. The author provides a commentary on the law and practice which as grown up around these rules, dealing with such topics as the capacity of parties to conclude international commercial arbitration agreements, and the form and scope of such agreements. The situation in each East European country is separately examined in respect of these topics. The remainder of the volume, some two-thirds of the total pages, consists of appendices giving English translations of the rules of the foreign trade arbitral bodies in each East European country, and of relevant international conventions and rules. There are also a bibliography and indexes of arbitral decisions cited and of subjects covered.

How to Find Out: Management and Productivity, by K. G. B. Bakewell. 2nd edition. (399 pages. Pergamon Press. Hard cover £2 10s. (£2.50) SBN 08 006688 7; flexicover £1 15s. (£1.75) SBN 08 006687 9). The new edition of this giude to sources of informaation on management and productivity follows the same general arrangement as the original edition, reviewed in the *Journal* for March 3, 1967 (page 573). Some new material has been added and the index has been considerably expanded, so that the overall length has increased by 35 pages. The book's 15 chapters range over careers in and education for management; bibliographies and the use of libraries; special forms of literature such as dictionaries, periodicals and abstracts; management and productivity organizations; management history; special aspects of management such as scientific management, financial management and accounting, production management and marketing management. The author lists and briefly describes a large number of publications, as well as commenting on the activities and services of organizations. One rather surprising omission is of any reference to the 'little Neddies' or their publications, many of which are concerned with management and productivity, e.g. the Post Office EDC's *International Productivity Comparisons in Telecommunications* (National Economic Development Office, 1969) and the Hotels and Catering EDC's *A Standard System of Hotel Accounting* (HMSO, 1969). The reference to the Regional Economic Planning Councils on page 140 is misleading. The Regional Boards for Industry ceased to exist when the Planning Council's were created, they did not become Planning Councils. Regional Economic Planning Councils have no specific functions in respect of productivity. The productivity responsibilities of the Board of Trade, also mentioned on page 140, have been transferred to the Department of Employment and Productivity. Although this book is aimed primarily at students of management subjects, it will be useful also to practising managers and to librarians and information officers providing an information service to commercial and industrial organizations.

Directory of the British Chemical Engineering Contractors Association. (16 pages. Available free from The Director, British Chemical Engineering Contractors Association, 1 Regent Street, London SW1.) The BCECA was founded in 1965 to give corporate identity to the industry it serves. Its members undertake, as principal contractors, contracts for the design, engineering, procurement and erection, or supervision of erection, of chemical, oil, gas or petrochemical plants. In these fields they have built up considerable experience of consultancy, project management, training and other specialist services, while their membership of the Association enables them to combine easily for projects in which their specialist experience is complementary. This directory lists in alphabetical order the seven present members of the Association and gives information about the processes and services they offer individually and details of their overseas offices and associates. The **Business Equipment Trade Association Year Book 1970** (55 pages. The Association. 109 Kingsway. London WC2. 10s. (50p)) celebrates the 50th year of the Association's existence with a thirty page list of member companies, and an alphabetical product directory to the equipment manufactured or marketed by these members. Other sections of the book emphasize the industry's export record (over £120 million worth in 1969) and give details of the Association's organization and a list of shows and stands organized for 1970.

Decimal Pricing for Low Cost Products and Services. edited by David Dunbar and Frank Elsby. (191 pages. Gower Press. £4 10s. (£4.50) SBN 7161 0042 8). Britain's change to decimal currency will create maior problems in marketing products and services priced at under 2s. Not only is the number of possible prices reduced by one-sixth, but there are no exact equivalents for a number of popular present day pricing points. Every organization selling or providing services at low unit prices will need a completely new decimal pricing structure, for which early plans should be made. This book attempts to provide practical assistance to those who are dealing with these problems. The first part contains a statement of the problem from the deputy secretary of the Decimal Currency Board; a summary of pricing theories by Mr. Elsby, who is Assistant Director of Studies at Ashridge Management College; and a contribution on the effects of decimalization on price structures by David Dunbar, who is with the J. Walter Thompson Company. In the second part of the book experts from leading companies operating in different consumer product industries (confectionary, food, newsagents and stationers) describe their pricing plans for D Day. **Payrolling** (28 pages. Available from HMSO at 1s. (5p), by post 1s. 4d.; £1 1s. (£1.05) for 25 copies, by post £1 5s. 6d.; £3 15s. (£3.75) for 100 copies, by post £4 1s.) is the latest publication of the Decimal Currency Board. Payrolling is probably the largest single block of accounting work in most organizations; and, as everyone tends to examine his payslips carefully, no employer can afford mistakes and misunderstandings. Although this booklet covers all aspects of the conversion of the payroll to decimal currency, and is complete in itself, it emphasises the fact that payrolling must be related to other changes in the accounting records of the business.

Numerical Control of Machine Tools: a Bibliography. (133 pages. HAIRICS (Hampshire Technical Research Industrial Commercial Service), Central Library, Southampton. £1 10s. (£1.50) SBN 90190 30 2). This bibliography performs a useful service in surveying the ever increasing literature on the subject between the years 1965 and 1969, arranging it in convenient subject groupings, and giving prompt publication in a handy format. There are over 1,000 entries arranged under five main sections: aspects of numerical control; control; applications of numerical control; other applications; and general information. These sections are further sub-divided into specific subjects, such as economics, management, control systems, contouring, computers, fluidics, drilling and boring, retrofitting, and standards. References are made to periodical articles, conference papers, reports literature, as well as to the occasional book. Most of the material is in the English language but where foreign language material has been included the language of origin is indicated. The references themeselves are adequate but no guidance is given to the purchaser of the bibliography on how or where to obtain the publications. Presumably the bibliography is intended to be used by engineers and others working in industry, and for them it would have been useful to include some guidance on using the country's library services – where such cryptic references as 'TIL (BR) 6789' will not be entirely without significance.

Other Publications

CONFLICT AND CO-OPERATION IN BUSINESS ORGANIZATIONS, by E. Rhenman, L. Strömberg and G. Westerland. *The John Wiley Manager's Guide Series*. 129 pages. John Wiley & Sons Inc. £1 15s. (£1.75) SBN 471 71794 0.

THE ETHYLENE-PRODUCING INDUSTRY: ITS GROWTH AND REGIONAL DISTRIBUTION IN THE UNITED STATES, by Raymond Henry Lopez. *Praeger Special Studies in United States Economics and Social Development*. 319 pages. Distributed by Pall Mall Press for Praeger. £10 10s. (£10.50).

THE HEATING AND VENTILATING YEAR BOOK 1970. Sponsored and Compiled by Heating and Ventilating Contractor's Association, HEVAC Association, Institution of Heating and Ventilating Engineers and the Heating and Ventilating Research Association. 416 pages. Available from the Heating and Ventilating Contractor's Association, Coastal Chambers, 172 Buckingham Palace Road, London SW1. £2 5s. (£2.25).

SWEET AND MAXWELL'S CONSOLIDATED INCOME TAX ACTS 1970, annotated by G. S. A. Wheatcroft, Richard Bramwell and Michael Musgrave. (The Income and Corporation Taxes Act 1970 and the Taxes Management Act 1970). 786 pages. Sweet and Maxwell: £2 15s. (£2.75) SBN 421 15270 2.

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WED., 24th JUNE, 1970

at 11 a.m.

On View: Daily from Monday, 15th June, 10 a.m. to 4 p.m (excluding weekend).

Messrs. John Pritchard & Co. of Bangor are conducting an auction sale at the Royal Hotel, Caernarvon, at 3 p.m. on Tuesday, 23rd June, of all the Dinorwic Slate Quarries properties amounting to about 2,000 acres and including reserves of slate, workshop buildings, houses, cottages, farms, etc.

Catalogues from the Auctioneers:

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SHIRLAW, ALLAN & CO., AUCTIONEERS, HAMILTON, have received instructions from R. C. Smith, Esq., C.A., 112 West George Street, Glasgow, C.2, Liquidator of Springbank Pre-Cast Concrete Ltd., Stuart M. Fraser, Esq., C.A., 53 Bothwell Street, Glasgow, C.2, Liquidator of James Raeburn & Sons Ltd., and Forestry Commission, 25 Drumsheugh Gardens, Edinburgh, to Sell, by Auction, as above.

ON VIEW DAY PRIOR TO SALE AND DURING SALE

Catalogues from Auctioneers

Hamilton, May, 1970. **Tel. No. Hamilton 23063**

Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
June 9-11	Road making and heavy haulage equipment, commercial and private vehicles	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham (Tel. 54272).

Heavy duty tractors; recovery vehicles; cranes; excavators; angledozers; hydraulic tippers; fork lift trucks; Land Rovers; dumpers; graders; scrapers; various trailers and tractors; factory trucks; road sweepers; grit spreaders; Bedford fire tenders; signal and radar trailers; coaches; drop side and platform trucks; Bedford trucks, vans, tippers, ambulances; Austin vans; Morris commercial vans and water tankers; Austin Gipsys; Morris Minors, Mini Vans and Minibuses; Ford Zephyrs and Cortinas; Hillman Huskys; Morris Travellers; BSA and Matchless motor cycles; large quantities tyres; windscreens and glass.

June 25	Miscellaneous stores	The County Hall, Botchergate, Carlisle	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle (Tel. 26292)

Plant and equipment; vehicle spares; extending ladders; rescue and first aid equipment; wooden boxes; electronic and electrical equipment; machine tools including bench and tool grinders; hand presses; guillotines; bending rolls; lathes; flex drives, roller benders, etc.; beds; various chairs; tables, desks, etc.; rugs; carpets; mats; towels; haversacks; kitchen and dining utensils; crockery; manila, sisal and wire rope and large quantities of other general stores.

June 30	Miscellaneous stores	No. 2 Building (adjoining Indoor Bowling Green), Riverside, Chatham	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3 (Tel. 01-709 0101)

Plant and equipment; generators; alternators; induction meters; transformers; oscilloscopes; electrical equipment including, power supply units; voltmeters; supply unit testers; ammeters, etc.; rescue equipment; extending ladders; Bedford fire renders with Sigmund pumps; Coventry Climax featherweight pumps; welding shop; deck watches; navigators wrist watches; towed rotary sweeper; electric ranges; Morris J2 and other vehicles spares; machine tools; scrap rubber and textiles; clothing including trousers; shirts; jerseys; shoes; pyjamas; tunics, etc.; household and office furniture; kitchen equipment and large supplies of other general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only)

ICL to establish major centre at Dalkeith

ICL HAVE ANNOUNCED that a 35 year lease is being negotiated with Buccleuch Estates under which International Computers will occupy Dalkeith House near Edinburgh, for use as a major centre for the production of computer software. This development results from initial discussions some 18 months ago between the Industrial Development Committee of the Scottish Council (Development and Industry) and ICL, followed up subsequently by talks with Buccleuch Estates Ltd. The Scottish Council felt that special efforts should be made to attract to Scotland companies employing a high proportion of graduates, backing up its case with researched information highlighting the advantages Scotland can offer. An investigation by ICL and the Council of more than a dozen possible sites was made before the decision was reached in favour of Dalkeith House, offered by Buccleuch Estates as part of its policy of assisting industrial development in Midlothian, where it already has an industrial site.

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,826	1963	1963 21,757	1963 20,125	1963 20,125	1966 11,372	1963 4,916	1963 1,055	1963 1,020	1963 944	1963 1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	50
1966	110	113	122	120	107	100	124	128	114	128	125	241	147	19	6
1967	112	114	127	126	110	101	132	124	120	138	142	169	-39	10	11
1968	115	120	135	135	112	104	139	128	141	144	142	155	-47	81	95
1969	117	123	142	142	112	103	135	135	144	131	131	311	208	14	37
1968															
1st quarter	115	118	133	134	114	105	138	120	135	146	147	-72	-100	8	49
2nd quarter	113	119	133	131	109	102	136	120	133	147	143	58	24	23	1
3rd quarter	115	120	135	135	112	103	138	128	140	144	138	38	7	12	5
4th quarter	118	122	138	138	113	104	145	144	155	141	141	131	23	39	40
1969															
1st quarter	114	122	140	138	111	102	131	121	135	136	133	95	103	-14	13
2nd quarter	116	123	140	141	113	104	133	135	142	129	129	53	32	- 6	- 3
3rd quarter	117	123	142	143	113	103	137	142	151	132	130	—	-24	- 9	- 1
4th quarter	120	124	146	146	114	103	137	144	149	126	134	163	97	15	28
1970															
1st quarter		125 p				103									-41
1969															
October		122				103									
November		125				104									
December		124				103									
1970															
January		123 p				103									
February		125 p				104									
March		127 p				103									

	Orders		Prices and Costs				Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports‡	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†	Basic hourly wage rates (all industries and services)	Mid-month or monthly average		Quarter or quarterly average	at current prices	
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	series in £ million
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	362	221	24,566	114	105	-393
1965	123	121	112·1	*4·8*	106·8	104·6	157·9	308	265	24,785	115	113	- 81
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	323	255	24,834	119	122	40
1967	108	114	119·4	*2·5*	108·4	108·2	175·3	512	174	24,475	129	121	-322
1968	108	129	125·0	*4·7*	120·5	112·4	187·3	541	188	24,319	159	150	-309
1969	117	124 p	131·8	*5·4*	125·0	115·9	197·4	535	200		167	169	366
1968													
1st quarter	107	117	122·1	*3·0*	122·9	111·4	184·8	544	176	24,363	158	146	-113
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	541	185	24,321	158	142	-109
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	547	189	24,276	161	154	- 15
4th quarter	108	129	127·2	*5·6*	120·4	113·1	191·0	532	202	24,316	160	159	- 72
1969													
1st quarter	111	134	129·7	*6·2*	122·3	114·1	196·7	532	198	24,317	163	159	23
2nd quarter	119	131	131·8	*5·4*	124·2	115·1	195·6	519	202	24,277	169	167	68
3rd quarter	116	131	132·0	*5·0*	126·1	116·5	197·8	547	200	24,205	168	173	135
4th quarter	117	124 p	133·7	*5·1*	127·3	118·0	201·6	544	199		169	177	140
1970													
1st quarter	122 p	125 p	136·2	*5·0*	130·1 p	120·4 p	208·9	561	192		172	180	
1969													
November	117	124 p	133·5	*5·4*	127·5	117·9	200·8	538	197		168	179	
December	117	124 p	134·4	*4·7*	128·4	118·6	205·0	550	200		170	177	
1970													
January	120 p	127 p	135·5	*5·0*	129·4	119·5	206·5	558	195		167	182	
February	118 p	126 p	136·2	*4·9*	130·0	120·5	209·4	557	192		172	174	
March	122 p	125 p	137·0	*5·1*	130·8 p	121·2 p	210·9	567	188		176	185	
April			139·1	*5·6*	130·5 p	121·6 p	211·2	567	188		181 p	187 p	
May								561 p	187 p				

† Not seasonally adjusted. ‡ Including re-exports

Machine tool deliveries rise, orders fall

PROVISIONAL FIGURES issued on May 29, by the Ministry of Technology, show that deliveries of machine tools in the first quarter of 1970 rose to a peak of nearly £55 million. However, new orders fell to £52 million, though this is still higher than the first quarter of 1969.

Final fi,gure for 1969 show an upward revision in total new orders to £216 million and in total deliveries to £172 million.

Home market

Home deliveries in the first three months of 1970 were 11 per cent above the last three months of 1969 and reached the highest level ever recorded. Home new orders fell sharply but there are some indications that the situation may improve during the next quarter.

Exports

Export new orders, while lower than the previous quarter, are still above the average for 1969 as a whole and for the first quarter of that year. Export deliveries rose by nearly £4 million over the previous three months or 8 per cent on a seasonally adjusted basis.

Numerically-controlled machine tools

Record new orders of over £6½ million in the last quarter of 1969 boosted the total for the year to £17.6 million. Export orders accounted for nearly 40 per cent of this total.

Deliveries during 1969 also reached a record. Exports rose to £6.1 million, more than double the 1968 figure. Home sales were 9 per cent lower than in 1968. Figures for the first quarter of 1970 are not yet available.

Table 1. Machine Tools – recorded figures

£ million

	Deliveries			Orders in hand			Net new orders		
	Total	Export	Home	Total	Export	Home	Total	Export	Home
1965	141·3	43·9	97·4	104·2	28·9	75·3	157·7	42·8	114·9
1966	149·1	43·5	105·6	100·6	29·5	71·1	145·5	44·2	101·3
1967	155·6	45·7	109·9	91·7	42·2	49·5	145·7	58·1	87·7
1968	153·1	53·2	99·9	105·5	49·1	56·4	166·9	60·2	106·7
1969	171·9	67·6	104·3	149·3	64·5	84·5	215·7	83·0	132·7
1969 1st quarter	41·3	16·0	25·3	114·8	50·2	65·6	50·6	17·1	33·5
2nd quarter	40·3	16·1	24·2	126·6	54·4	72·2	52·2	20·3	31·9
3rd quarter	43·7	15·9	27·8	133·0	56·7	76·5	50·0	18·2	31·8
4th quarter	46·6	19·6	27·0	149·3	64·5	84·8	62·9	27·4	35·5
1970 1st quarter p	54·5	23·4	31·1	146·5	64·4	82·1	51·8	23·3	28·5
2nd quarter									
3rd quarter									
4th quarter									
1969 January	14·3	4·6	9·7	109·0	51·2	57·8	17·8	6·8	11·0
February	12·1	5·1	7·0	110·8	50·8	60·1	14·0	4·6	9·4
March	14·9	6·3	8·6	114·8	50·2	64·6	18·8	5·7	13·1
April	11·0	4·6	6·4	119·1	51·4	67·7	15·4	5·8	9·6
May	14·3	5·3	9·0	123·0	52·5	70·5	18·2	6·4	11·8
June	15·0	6·2	8·8	126·6	54·4	72·2	18·6	8·1	10·5
July	14·3	5·0	9·3	127·5	56·3	71·2	15·2	6·9	8·3
August	11·4	4·4	7·0	133·0	57·1	75·9	16·8	5·2	11·6
September	18·0	6·5	11·5	133·0	56·7	76·3	18·0	6·1	11·9
October	15·9	6·3	9·6	140·6	60·8	79·8	23·5	10·3	13·2
November	14·4	6·5	7·9	146·4	63·4	83·0	20·2	9·1	11·1
December	16·3	6·8	9·5	149·3	64·5	84·8	19·2	8·0	11·2
1970 January p	16·6	7·4	9·2	148·7	63·4	85·3	16·1	6·5	9·6
February p	16·6	7·0	9·6	148·7	64·2	84·5	16·6	7·6	9·0
March p	21·3	9·0	12·3	146·5	64·4	82·1	19·1	9·2	9·9
April									
May									
June									
July									
August									
September									
October									
November									
December									
April 1969-March 1970	185·1	75·0	110·1	146·5	64·4	82·1	216·9	89·2	127·7
April 1968-March 1969	155·1	55·2	99·9	114·8	50·2	64·6	176·6	62·2	114·4
Percentage change	*+19*	*+36*	*+10*	*+28*	*+28*	*+27*	*+23*	*+43*	*+12*

(Tables continued on next page)

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1969, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 39*s.*)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

MACHINE TOOLS, *continued*

Table 2. Metal working machine tools orders and deliveries – seasonally adjusted

£ million

	Deliveries			Orders in hand			Net new orders		
	Total	Export	Home	Total	Export	Home	Total	Export	Home
1965	141·3	43·9	97·4	104·2	28·9	75·3	157·7	42·8	114·9
1966	149·1	43·5	105·6	100·6	29·5	71·1	145·5	44·2	101·3
1967	155·6	45·7	109·9	91·7	42·2	49·5	145·7	58·1	87·6
1968	153·1	53·2	99·9	105·5	49·1	56·4	166·9	60·2	106·7
1969	171·9	67·6	104·3	149·3	65·5	84·8	215·7	83·0	132·7
1969 1st quarter	38·3	14·3	24·0	117·3	51·4	65·9	50·1	16·6	33·5
2nd quarter	43·2	17·6	25·6	125·1	54·1	71·0	51·0	20·3	30·7
3rd quarter	44·6	16·3	28·3	132·5	55·4	77·1	52·0	17·6	34·4
4th quarter	45·8	19·4	26·4	149·3	64·5	84·8	62·6	28·5	34·1
1970 1st quarter p	50·5	21·0	29·5	148·7	64·6	84·1	49·9	21·1	28·8
2nd quarter									
3rd quarter									
4th quarter									
1969 January	14·0	4·8	9·2	107·1	50·0	57·1	15·6	5·7	9·9
February	12·4	4·8	7·6	110·9	51·8	59·1	16·2	6·6	9·6
March	11·9	4·7	7·2	117·3	51·4	65·9	18·3	4·3	14·0
April	12·9	5·4	7·5	120·2	52·8	67·4	15·8	6·8	9·0
May	14·3	5·3	9·0	121·3	52·8	68·5	15·4	5·3	10·1
June	16·0	6·9	9·1	125·1	54·1	71·0	19·8	8·2	11·6
July	15·3	5·4	9·9	123·5	55·1	68·4	13·7	6·4	7·3
August	13·0	4·9	8·1	131·2	57·0	73·2	19·7	6·8	12·9
September	16·3	6·0	10·3	132·5	55·4	77·1	18·6	4·4	14·2
October	16·8	6·7	10·1	137·9	57·4	80·5	22·2	8·7	13·5
November	14·2	6·3	7·9	144·4	61·7	82·7	20·7	10·6	10·1
December	14·8	6·4	8·4	149·3	64·5	84·8	19·7	9·2	10·5
1970 January p	16·3	7·5	8·8	147·3	62·6	84·7	14·3	5·6	8·7
February p	17·1	6·7	10·4	147·8	64·1	83·7	17·6	8·2	9·4
March p	17·1	6·8	10·3	148·7	64·6	84·1	18·0	7·3	10·7
April									
May									
June									
July									
August									
September									
October									
November									
December									
Average latest 3 months p	16·8	7·0	9·8	148·7	64·6	84·1	16·6	7·0	9·6
Average previous 3 months	15·3	6·5	8·8	149·3	64·5	84·8	20·9	9·5	11·4
Percentage change	*+10*	*+8*	*+11*	*- 1*	N/C	*- 1*	*-21*	*-26*	*-16*

Table 3. Numerically controlled metal working machine tools

	Deliveries during the quarter						Net new orders during received the quarter					
	Total		Export		Home		Total		Export		Home	
	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.
1966	323	4,161		904		3,257	460	7,413	141	2,793	319	4,620
1967	458	7,503		2,534		4,969	469	10,429	101	3,688	368	6,741
1968	558	11,875	109	2,547	449	9,328	505	14,231	130	4,542	375	9,689
1969	543	14.621	189	6,141	354	8,486	693	17,602	248	6,870	445	10,732
1966 1st quarter	54	728		25		703	118	1,814	35	569	83	1,245
2nd quarter	90	1,026		137		889	145	2,131	55	961	90	1,170
3rd quarter	85	1,061		392		669	111	1,961	33	868	78	1,093
4th quarter	94	1,346		350		996	86	1,506	18	395	68	1,111
1967 1st quarter	93	1,324		322		1,002	89	1,745	12	509	77	1,236
2nd quarter	112	1,385		308		1,077	124	3,577	36	2,135	88	1,442
3rd quarter	114	2,172		936		1,236	121	2,473	23	510	98	1,963
4th quarter	139	2,622		968		1,654	135	2,635	30	532	105	2,103
1968 1st quarter	157	3,322	35	860	122	2,462	91	2,075	11	222	80	1,853
2nd quarter	110	1,976	24	434	86	1,542	149	4,904	36	1,562	113	3,342
3rd quarter	129	3,025	23	623	106	2,402	147	4,496	44	1,755	103	2,741
4th quarter	162	3,552	27	630	135	2,922	118	2,757	39	1,004	79	1,753
1969 1st quarter	123	2,995	31	831	92	2,164	163	3,627	36	1,028	127	2,599
2nd quarter	140	4,012	45	1,617	95	2,395	149	3,022	54	1,238	95	1,784
3rd quarter	133	3,010	47	1,265	86	1,745	161	4,276	69	2,064	92	2,212
4th quarter	147	4,610	66	2 428	81	2,182	220	6,677	89	2,540	131	4,137
January-December 1969	543	14.627	188	6,141	354	8,486	693	17,602	248	6,870	445	10,732
January-December 1968	558	11,875	109	2,547	449	9,328	505	14 231	130	4,452	375	9,689
Percentage change	*- 3*	*+23*	*+73*	*+141*	*-21*	*- 9*	*+37*	*+24*	*+91*	*+51*	*+19*	*+11*

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Wood Chipboard for February 1970
Salt for March 1970
Rubber for February 1970
Cars and Commercial Vehicles for March 1970
Gramophone Records for January 1970
Pottery and Electrical Ware for March 1970
Home Grown Timber for March 1970
Footwear for March 1970
Metal-working Machine Tools for February 1970

Quarterly at 7s. 6d. a year post free:

Safety Razor Sets and Blades for First Quarter 1970
Linen for Fourth Quarter 1969
Watches and Clocks for Fourth Quarter 1969
Perambulators, Bed Folders and Push Chairs for Fourth Quarter 1969
Internal Combustion Engines for Fourth Quarter 1969
Electric Lamps for Fourth Quarter 1969
Gloves and Mittens for First Quarter 1970
Organic Chemicals for First Quarter 1970

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on March 18 on page 736.

Civil Aviation Series:

Airline Operations for February 1970

A complete list of titles in the Civil Aviation Series is as follows:

Airport Activity (M)
Air Passengers (M)
Air Freight and Mail (M)
Airline Operations (M)
Airline Operations (Q)
Domestic Passenger Traffic (Q).
Air Passengers – international and cabotage (A)

'Financial Statistics'—for May

PROVISIONAL FIGURES published in *Financial Statistics* (HMSO 16s.) indicate that the United Kingdom debt fell for the second year in succession. After a substantial repayment of debt by the Government in the last quarter of the financial year, the nominal amount outstanding at March 31, 1970, was £33,070 million compared to a figure of £33,984 million at March 31 last year. This fall of £914 million follows a reduction of £210 million in national debt during 1968/69.

The fall occurred principally in treasury bills (which fell by £1,180 million) but there was also a sizeable reduction in marketable securities of up to five years maturity (down £845 million) more than offset by an increase in outstanding marketable securities of longer maturity.

New companies registered in Northern Ireland

IN THE MONTH of April 1970, 31 private companies with a total nominal capital of £431,000 were registered in Northern Ireland.

During the period January-April 1970, 105 companies with a total nominal capital of almost £1,114,000 were registered as compared with 110 companies with a total nominal capital of almost £846,000 registered in the same period in 1969.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Subject-Matter
	May 6, 1970	
899,573	The Sperry Rand Ltd.	Aircraft automatic control systems.
917,673	The Sperry Rand Ltd.	Aircraft control systems.
1,044,505	St. Regis-Consolidated Packaging Ltd.	Unijunction transistor switching circuit.
1,066,514	International Standard Electric Corp.	Arrangement to decode digital signals and convert them into mechanical setting.
1,125,006	International Standard Electric Corp.	Magnetic switch for doors and similar relatively movable equipment.
1,130,457	International Standard Electric Corp.	Solid-state laser.
1,136,004	International Standard Electric Corp.	Signal translating circuit.
1,139,206	International Standard Electric Corp.	Polarized relay with sealed magnetic contacts.
1,142,658	International Standard Electric Corp.	Apparatus to connect a pure binary code into a binary-decimal code.
	May 7, 1970	
970,029	Standard Telephones & Cables Ltd.	Magnetic reed contact for AC relays.
1,006,803	Standard Telephones & Cables Ltd.	Semiconductor devices.
1,013,424	Standard Telephones & Cables Ltd.	Semiconductor devices.
1,021,927	Standard Telephones & Cables Ltd.	Pulse code signalling systems.
1,039,812	Standard Telephones & Cables Ltd.	Electrical oscillator.
1,048,447	Standard Telephones & Cables Ltd.	Optical comparator.
1,054,613	Standard Telephones & Cables Ltd.	Method of producing a solid electrolytic capacitor.
1,091,656	Standard Telephones & Cables Ltd.	Semiconductor devices.
1,138,976	Standard Telephones & Cables Ltd.	Encapsulating epoxy resins.
	May 8, 1970	
1,048,622	Pierre Leclercq	Improvements in heat-exchangers.
1,057,214	Standard Telephones & Cables Ltd.	Semiconductor devices.
	May 12, 1970	
1,011,448	Standard Telephones & Cables Ltd.	Electrical speed indicator.
1,047,880	Frank Oren Skidmore	Balancing a vehicle wheel and tyre assembly.
1,055,728	Standard Telephones & Cables Ltd.	Pulse amplitude to pulse width modulation signal converter.
1,060,187	Poclain	Mechanical grabs.
1,060,342	Ateliers de Constructions Mecaniques de Vevey SA	Hydraulic machine, for example, a turbine pump.
1,066,239	Regie Nationale des Usines Renault	Clutch devices
1,074,807	Regie Nationale des Usines Renault	Improvements in metering valves suitable for use in internal combustion engines

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from grainting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

F. ARMITAGE,
Comptroller.

The Patents Office.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960 to 1966 during the week ended Friday, May 29, 1970
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
A Man Who Shook The World	Br/E 34853	17	May 26	Rank Film Distributors Ltd.	Rank Advertising Films Ltd.
Magic Ride	Br/E 34854	25	May 26	" " "	James Archibald Associates Ltd.
Sunday Thoughts, Series 17:					
Surprise Visit	Br/E 34859	3	May 27	" " "	Religious Films Ltd.
Not My Fault	Br/E 34860	3	May 27	" " "	" "
On Test	Br/E 34861	3	May 27	" " "	" "
Let It Be	Br/E 34862	81	May 27	United Artists Corporation Ltd.	Apple Films Ltd.
Mining Review No. 10 - 23rd Year	Br/E 34863	9	May 28	Data Film Distributors Ltd.	National Coal Board
The Playboy Of The Western World	Br/E 34864	100	May 28	British Lion Films Ltd.	Four Provinces Films (England) Ltd.
Movietone News 2138	Br/E 34675	8	May 29	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2138A	Br/E 34676	8	May 29	" "	" "
				FOREIGN	
A Time For Giving	F 34855	104	May 26	Avco Embassy Pictures (U.K.) Ltd.	Frederick Brisson Productions
Stiletto	F 34856	99	May 26	" " "	Harold Robbin's Company Inc.
M*A*S*H	F 34857	115	May 27	Twentieth Century-Fox Film Co. Ltd.	Aspen Productions Inc. and Twentieth Century-Fox Film Corp.
Barquero	F 34858	109	May 27	United Artists Corporation Ltd.	Aubrey Schenck Enterprises.

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Rome Tokyo sector operated in co-operation with JAL.

Exhibitions and Fairs

Inauguration of British Week San Francisco

'A FRIENDLY British invasion of San Francisco' was promised by Mr. John Freeman, the British Ambassador to the United States, on May 26, when he described the plans for one of Britain's most ambitious trade promotions.

Mr. Freeman was speaking at the official inauguration ceremony of British Week, San Francisco, which is planned for October 1-9, 1971. The event was attended by some 300 leading members of San Francisco's business community.

The Ambassador said that British Week would be one of the most important and spectacular events in Britain's Californian Trade Drive which is being organized by the British Government and the British National Export Council. For a week, Britain intended to take over the shopping centre of San Francisco, at the same time organizing displays and events, both lighthearted and serious, which would exemplify British culture and tradition, but also show something of the modern, exciting and technologically advanced country that Britain was today.

He said: 'We mean to show you that Britain is strong and vigorous. You have read too much about our industrial problems and our balance of payments difficulties. But in the last year we turned our balance of payments round from a deficit of about one billion dollars in 1968 to a surplus of about one billion dollars in 1969. British industry is alive and well. In the British Week you will see why.'

Lord Rootes, chairman of the BNEC's Committee for Exports to the United States, said that last autumn BNEC had mailed 25,000 British companies with a questionnaire to gauge their interest in the Californian market. BNEC received a very high positive response. The information was computerized in order to identify particular sectors of industry showing the maximum of interest. 'This enabled us to make decisions on priorities and identify product areas in which market research should be undertaken by the British Consulates and the trade drive office.'

Product groups had been formed to cover these areas, led by an experienced businessman from that particular industry who was responsible for organizing visits to California in the shape of trade missions and participation in trade shows.

'British Week next year will be our major consumer goods promotion and as a result we shall be sending out to California a large number of businessmen to sell into the market in sufficient time to ensure that the goods are available at a point of sale and in depth during the Week.'

Lord Rootes said they were most anxious to work closely with the San Francisco business community and intended to develop even closer ties with the greater San Francisco Chamber of Commerce.

In a message to the meeting, Mayor Joseph Alioto of San Francisco, said that from what he had learned of the plans for British Week, there was going to be the opportunity for profits as well as fun for San Francisco's business community. Already the Bay Area and Britain traded with each other to a total amount of over $78 million a year. The meeting also received a goodwill message from Governor Ronald Reagan, of California.

Although there have been 11 previous British Weeks in various parts of the world, this will be the first to be held in the United States. Organized by the Board of Trade and the British National Export Council, the object of British Week is to boost the sale of consumer goods. During a British Week, hundreds of shops give simultaneous pride of place to British goods and many arrange their own individual promotions. The basic sales drive is backed by supporting events of every description – military bands, London buses, British policemen, cultural and sporting occasions – which together build up a concentrated 'Buy British' atmosphere.

Mr. A. H. Vine, who was Director of British Week Stockholm, two years ago, is Director of British Week, San Francisco.

Four models – wearing the latest London furs – were among a party of 19, representing the London Fur Fashion Export Group, which flew from London to Paris recently to exhibit the latest collections at the Paris Fur Salon. Several of the party also went to Frankfurt to display at the Fur Fair in that city – another major event in the international fur calendar. The group has already brought in orders worth more than £2 million in little more than three years.

President 'most impressed' by Budapest International Trade Fair

THE BUDAPEST INTERNATIONAL Trade Fair, which opened on May 22, was 'one of the most impressive international fairs I have ever seen,' said Mr. Roy Mason, President of the Board of Trade, after he left Budapest following a three-day visit at the invitation of the Hungarian Government.

The British pavilion at the fair, which was organized by the Board of Trade, housed 40 United Kingdom companies, showing a wide range of capital and consumer goods, including an outdoor display of heavy and mobile equipment. Several exhibitors were present for the first time.

Mr. Mason's programme included talks with Dr. Jozsef Biro, Minister of Foreign Trade, Dr. Ferenc Levardi, Minister of Heavy Industry, and Mr. Imre Dimeny, Minister of Agriculture and Food. These discussions covered various aspects of Anglo-Hungarian trade relating to the further liberalization of imports from Eastern Europe announced recently by Mr. Mason, and the progress of the Anglo-Hungarian technological agreement, which is resulting in an increased exchange of specialized missions and technical information between the two countries.

In this connection, the Ministry of Technology is currently studying a list submitted by the Hungarian authorities, detailing the particular areas in which they would welcome technical co-operation deals with British companies.

At his meeting with Mr. Dimeny, Mr. Mason invited the Minister to send a group of agricultural experts to the United Kingdom in July to study developments in methods of irrigation, cold storage, agricultural machinery and pig-breeding. The invitation was accepted and the group will be led by a deputy Minister.

Arrangements were also discussed for the second Anglo-Hungarian Colloquium which will be held at Lake Balaton next September. This conference is sponsored by the Great Britain-East European Centre, which specializes in East-West relations.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of a wide range of British products in most overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be address to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St., Manchester 2; 258 Broad Street, Birmingham; 109 St Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

'Pakprint '70'—the largest packaging and printing exhibition in the Southern Hemisphere

A report from the British High Commission, Sydney

FORTUNE INDEED FAVOURED the brave 13 British exhibitors who, defying superstition, embarked for Sydney to make up the British Printing Machinery Association's and the Board of Trade's joint venture team at Sydney's International Packaging and Printing Exhibition from May 11-15.

And, if their sense of adventure and enterprize paled beside the exploits of their compatriot Captain James Cook, the bi-centenary of whose achievements we celebrate this year, their commercial judgment was amply rewarded. The British exhibitors were virtually unanimous in their praise of the exhibition, and in their declaration that they were very well pleased with their visit.

The Australian Minister for Labour and National Service, Mr. B. M. Sneddon, opening the exhibition at the Royal Agricultural Society's Showground in Sydney, proclaimed it the largest packaging and printing exhibition ever held in the Southern Hemisphere. This must have been due in no small part not only to the British joint venture exhibitors who provided the only foreign pavilion, but to many other British firms operating outside the joint venture or exhibiting under their agent's auspices. The British Machinery Association calculated at one stage that the products of no less than 61 British firms were being exhibited at the exhibition in some shape or form.

Although the organizers had not completed their count at the time of going to press, their rough calculation was that there had been about 46,000 visitors to the exhibition and that it would be safe to assume that about 60 per cent of these were trade visitors. The British exhibitors, at any rate, were pleased with the total attendance and remarked on the significant proportion who came from New Zealand and neighbouring Australian states.

The fact that the exhibition enjoyed the joint sponsorship of the Printing & Allied Trades Employers' Association of Australia and the National Packaging Association of Australia, as well as the full support of 15 allied associations, undoubtedly did much to ensure in advance a large measure of interest by the trade. A full programme of technical seminars and conferences throughout the period of the exhibition and the staging by the Asian Packaging Federation of its Third General Assembly at the Showground must have focused additional interest.

The British exhibitors were visited at their stands on the third day of the exhibition by Lord Hayter, the Chairman of the Australia New Zealand Committee of BNEC, who was visiting the area at the time. He was accompanied by Mr. Curtis Keeble, the Commercial Minister at the British High Commission in Canberra. The visitors expressed themselves well pleased with the appearance of the British pavilion and with the prospects of the exhibiting Britons.

The British exhibitors were rightly circumspect about the success of their participation. The industry is traditionally cautious in purchasing expensive new equipment, and 'off-the-stand' purchases of such large and complex machines is inconceivable. Nonetheless, T. C. Thompson's representative claimed that as a direct result of preparatory work he had put in as a member of a visiting trade mission immediately prior to the exhibition, he had finalised sales at the exhibition totalling £20,000 and had firm prospects of a further £75,000 to follow. Monotype, Vacuumatic, Letraset and Gestetner also claimed a very good crop of serious inquiries. Monotype, in particular, calculated that three weeks follow-up work was involved as a result of the response. Yes, in every respect a very good exhibition, and one to which the great majority of the British exhibitors will wish to return.

Visitors to the Vacuumatic stand at 'Pakprint '70' (left to right) Mr. Curtis Keeble, Minister (Commercial), British High Commission, Canberra; Lord Hayter, chairman, Australian New Zealand Committee, BNEC; and The Hon. John Rodney, sales director, Vacuumatic Ltd., London

CoID display of printed information for designers

AS PART of a large engineering exhibition to be held at the Design Centre early next year, the Council of Industrial Design is arranging a selected display of printed information for engineering designers. This display aims to increase the awareness of the importance of catalogues, design office manuals and data sheets as sources of information for designers and to encourage improved design in this field.

Manufacturers, printers and designers are invited to submit items for this display in any of the following categories:

1. Trade publications such as product catalogues, brochures, leaflets and books.
2. Internal publications such as design office manuals, company standards and information sheets.
3. Technical summaries and data sheets such as those produced in company journals, by the technical press and by industrial research bodies.

The selection will be made by a panel of engineers, data specialists and a graphic designer, and those items chosen will be displayed free of charge. The selectors will consider the effectiveness of the information within the context of its subject, its presentation and how well it suits the needs of designers urgently seeking information. The scope of the information presented will be taken into account and preference will be given to comprehensive submissions.

All submissions, which must be received by the CoID by September 30, should have been designed in the United Kingdom and relate to items produced in the United Kingdom. Full details of the display and of how submissions should be made are available from John Benson, Capital Goods Office, Council of Industrial Design, 28 Haymarket, London, S.W.1 (Tel. 01-839 8000).

First British joint venture in the New York international leather goods show

TWENTY-ONE BRTISH companies took part in the first joint venture in the International Leather Goods Show at the Hotel McAlpine, New York, on May 12-14. The joint venture was sponsored by the British Leather Goods Manufacturers Association and the Board of Trade.

The British group was a mixture of companies experienced in the United States market and newcomers but most were, at the end of the three day show, able to report general satisfaction with the inquiries received and the orders written. Unfortunately, despite a larger show than in 1969, trade attendance was not as good as last year although British participants found no lack of promising contacts.

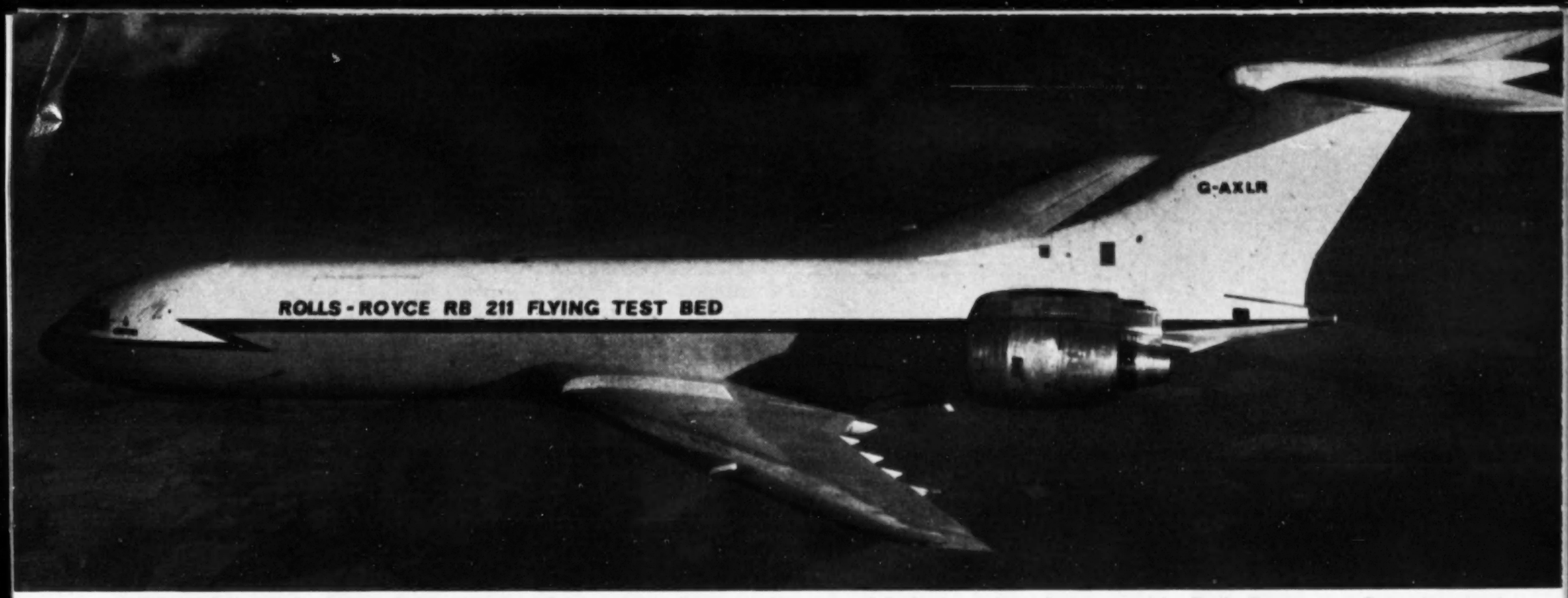
Although, due to uncertainty about the future of the United States economy, buyers were being more cautious about forward commitments than 12 months ago, there undoubtedly remains a good market for British leather goods of high quality and it is hoped that British manufacturers will be strongly represented at the next show.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

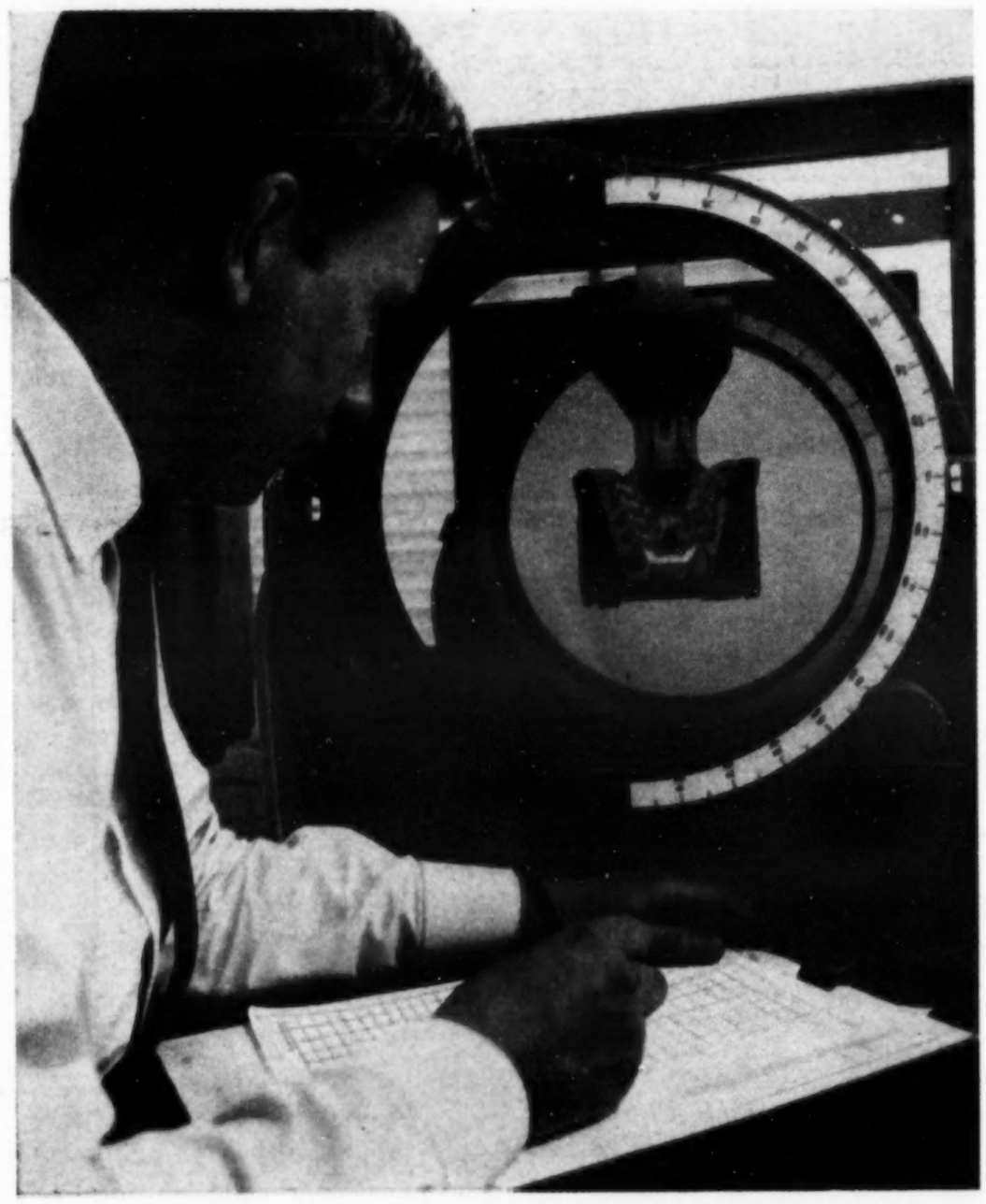


A VC10 of Royal Air Force Support Command on lease from the Ministry of Defence is here being used by Rolls Royce as a flying test bed. The flight test programme includes exploring the full altitude and Mach number envelope of engine performance, noise measurement, powerplant cooling and vibration tests, engine management techniques and required flight deck instrumentation, and assessing maintenance problems and accessibility. All these tests make for the safest possible aircraft before it goes into passenger air transport.

Safety in the air

Not a single passenger was killed or seriously injured on British airlines last year. Between 1961-1969, the number of passengers killed averaged 88 annually. This is a tiny figure when set against the average of 7,500 people killed on the roads each year in Britain or the figure for deaths from accidents in the home which every year hovers between 7,000 and 8,000. Moreover, in the same nine years, the yearly total of passengers carried on British airlines increased from just under 8 million to over 18½ million. So flying by British airlines is remarkably safe. This is so only because British civil aviation accepts the paramount importance of safety – for passengers, air crews and people on the ground. All the industry's complex operation methods and equipment have safety as a primary factor. Its highly skilled staff, from research and design teams to pilots, engineers and telecommunication technical officers, and air traffic controllers, all make essential contributions to safety in their daily work.

Good as the record is, when traffic and technology are developing so rapidly, there is no room for complacency. Accidents to airliners do happen though they are rare. The Board of Trade has the major responsibility for seeing that civil air safety standards are maintained and improved. This supplement gives the main facts on Britain's air safety record and on what is being done to make sure that there are even fewer accidents in the future.



An electron microscope in a Rolls Royce laboratory where the technician is studying the root of a gas turbine blade. Many of the properties of high temperature components are derived from the size and diversion of sub microscopic particles and it is their behaviour under the tensile and creep conditions found in the gas turbine that have to be understood and controlled before the blade becomes part of an aircraft engine.

THE IMPROVING RECORD

THE BOARD OF TRADE keeps a constant watch on the safety performance of United Kingdom airlines. It examines reports of accidents to aircraft on the United Kingdom Register in detail. Sometimes a single accident can sound the alert on a particular safety problem, but usually individual cases are just one piece of evidence in the general picture. Of the 120 or so notifiable accidents involving powered aircraft on the United Kingdom Register annually, less than 10 per cent are to public passenger-carrying aircraft. The rest are to light aircraft and gliders.

Because airliner accidents are few, trends in the air safety record are difficult to assess. Conclusions must always be based on facts and statistics interpreted in the light of judgment and experience. More complex still are comparisons of the United Kingdom performance with that of other countries. Here differing operating environments, big variations in type of aircraft operations, and lack of uniformity in the statistics compound the problems.

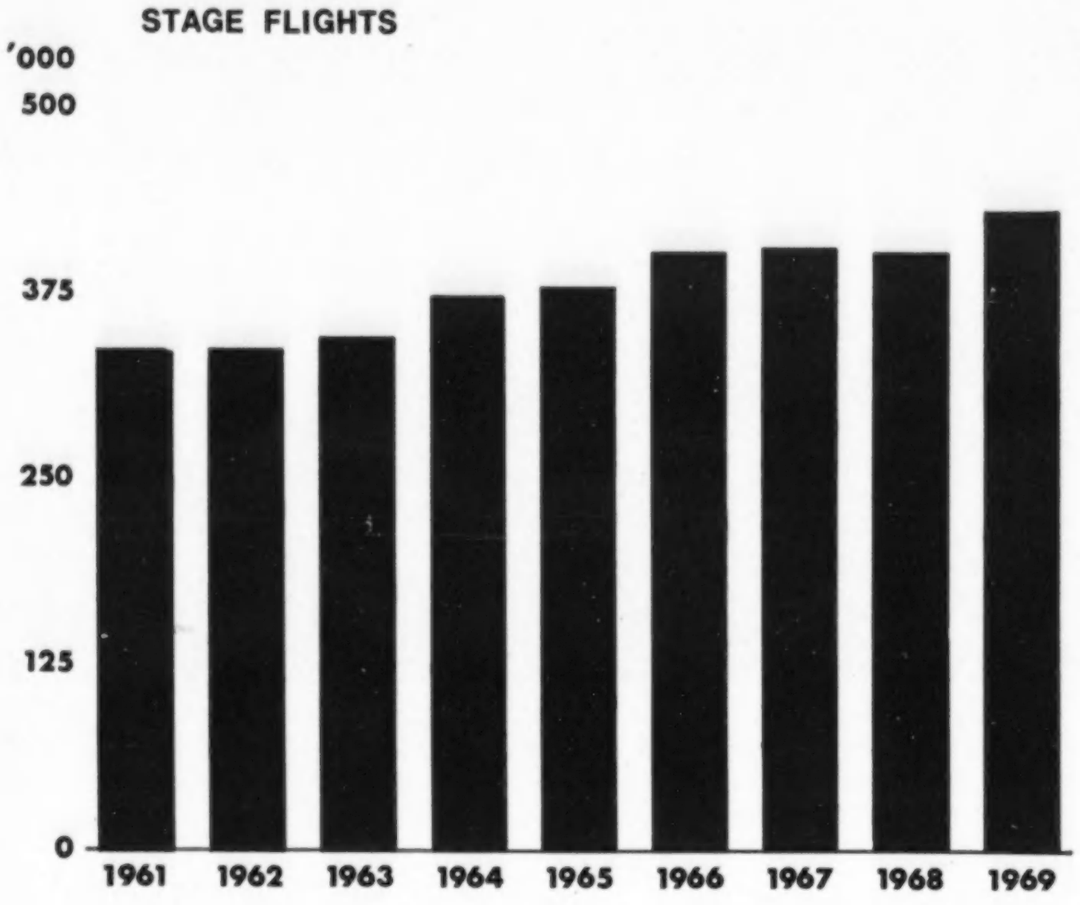
A special review, 'The Safety Performance of United Kingdom Airline Operators,' was carried out in 1967. It reached the general conclusion that while the United Kingdom safety record was up to the level of members of the International Civil Aviation Organisation (ICAO) as a whole over the five years ending June 1967, it was probably lower than that of the United States and Australia.

Besides this the special review analysed United Kingdom accident rates in two five-year periods ending in June 1962 and June 1967. The second period showed a definite improvement in all the

(*Continued on page* iii)

PASSENGER TRAFFIC AND ACCIDENTS

All services by United Kingdom airlines.



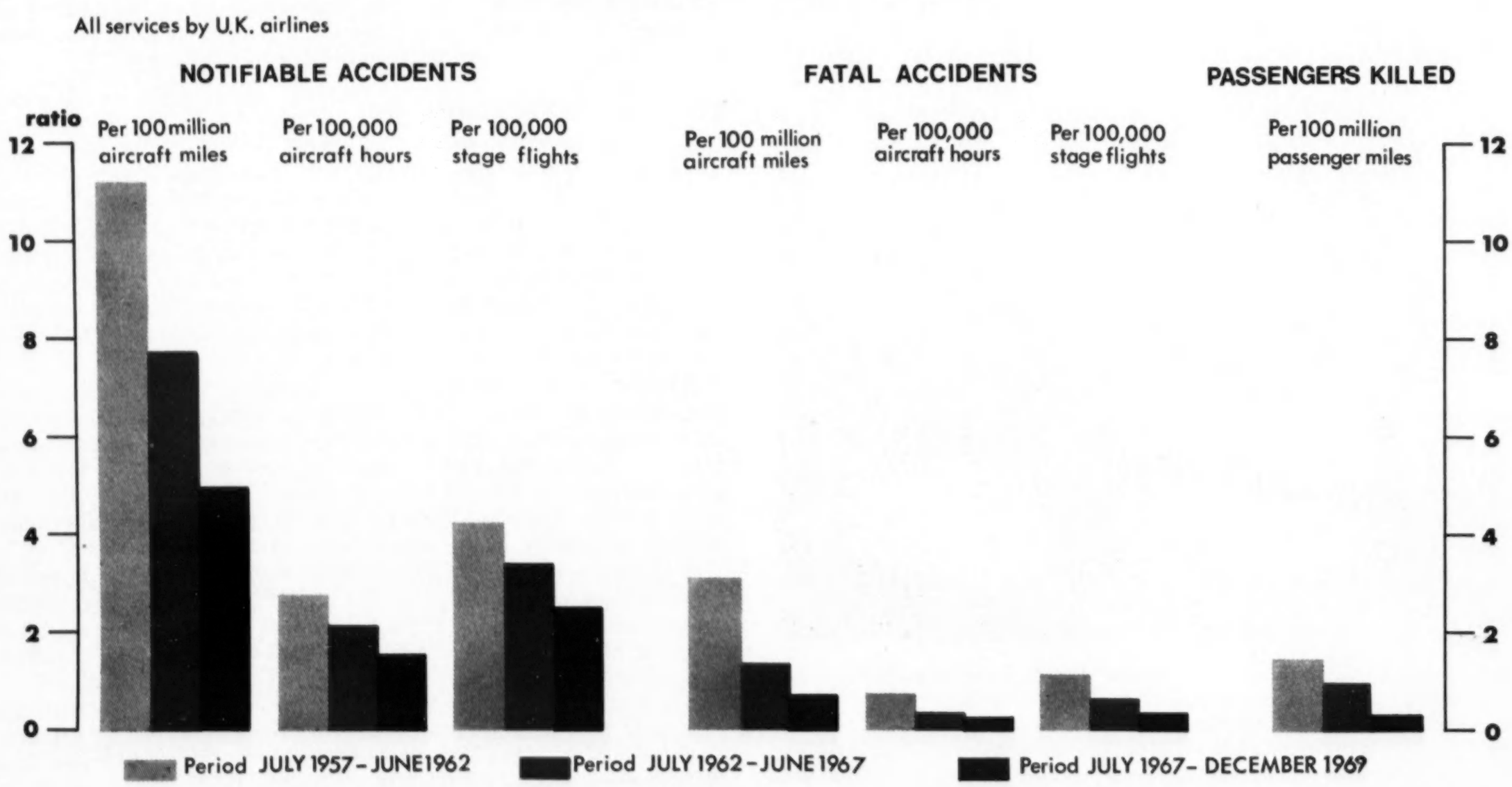
These graphs show the fast growth of United Kingdom airline passenger services during the 1960s. In 1969 passengers carried reached over 18½ million.

Since notifiable accidents and fatalities are much too few to appear on the graph they are given in the table. The worst year for passengers killed was 1967, with 211 fatalities. No passengers or crew were killed in 1963 and again in 1969.

	Thousands		Actual numbers		
	Revenue passengers carried	Stage flights	Notifiable accidents†	Passengers killed	Crew killed
1961	7,881	337·6	12	87	15
1962	8,760	337·8	8	111	14
1963	9,962	345·0	10	—	—
1964	11,507	373·1	10	75	8
1965	13,079	378·3	14	53	9
1966	15,238	402·2	9	204	17
1967	15,765	405·5	17	211	15
1968	16,146	402·4	7	48	5
1969	18,605	429·6	9	—	—

† Accidents resulting in death, serious injury, or substantial damage to the aircraft.

CHANGES IN ACCIDENT RATES



rates accepted as significant. For example notifiable accidents per 100 million aircraft miles dropped from 11.21 in the first period to 7.74 in the second; fatal accidents per 100 million aircraft miles dropped from 3.10 to 1.39; and passengers killed per 100 million aircraft miles dropped from 1.48 to 1.00. In the two and a half years since the special review all the main accident rates again fell substantially, as the diagram shows (see foot of page ii).

There is every reason for confidence that the United Kingdom's safety performance now bears comparison with the other leading aviation countries, including the United States and Australia, who have long been regarded as the safety frontrunners. The record for 1969 when no passengers were killed or seriously injured in British airline accidents obviously cannot be bettered. In the three years 1967-69 United Kingdom airline passenger services had slightly lower fatal accidents rates than United States scheduled services in terms of passenger miles and hours flown. Full accident statistics for all ICAO members are not available for the whole period up to 1969, but recent figures indicate that the fatality rate on United Kingdom airlines is currently markedly below the ICAO average.

REGULATING SAFETY STANDARDS

As a major aircraft operator and manufacturer the United Kingdom strongly supports the work of ICAO, which regulates safety standards for more than a hundred member-nations. Standards and recommended practices are agreed by ICAO members and incorporated in Annexes to the Chicago Convention on International Civil Aviation. These cover such matters as personnel licensing, rules of the air, aircraft operation, airworthiness of aircraft and equipment, and accident investigation. Because of ICAO standards foreign aircraft flying into this country meet safety requirements broadly equivalent to those imposed on British operators. ICAO also tackles specific problems as they arise and at present is giving great attention to hi-jacking and sabotage.

In the United Kingdom the Board of Trade's Directorate General of Safety and Operations (DGSO) under its Director General, Group Captain J. B. Veal, CBE, AFC, is responsible for maintaining all these internationally agreed air safety standards. It gives particular consideration to the safety implications of long term developments like all-Weather Operations Systems and supersonic aircraft. The DGSO's work is complemented by the Air Registration Board which deals with airworthiness matters.

Air Operator's Certificate

No aircraft registered in the United Kingdom of more than 5,000 lbs. maximum all-up weight can be operated for public transport unless the operator holds this certificate, signifying that he is considered competent to secure safety. Certificates depend upon recommendations made by the Board's Flight Operations Inspectors who have a wide knowledge of the operational aspects of airline organization and in most cases are themselves former airline pilots. The Inspectors have to be satisfied about such matters as management structure, operational planning and control, the training and testing of flight crews, and the detailed operating instructions issued to pilots. They are empowered to examine documents, premises and equipment, and to board aircraft in the course of their duties. A certificate can be suspended or revoked at any time if it is found that an operator is not maintaining the high standards required.

Flight crew licensing and training

An obviously important safety factor is the competence of the flight crew. The Board of Trade sets the standards of physical fitness, technical knowledge, experience of flying skill for each class of flight crew licence. It also sets the standards of skill which pilots and flight engineers must meet in order to be allowed to fly each particular type of aircraft, and by conducting examinations ensures that standards are met.

Examining civil pilots for flying ability is one of the two major

(*Continued on page* v)

Captain J. Picken (left), a deputy commander of CAFU and in charge of HS 748 operations, is seen in the cockpit of one of the Board's HS 748 aircraft completing the conversion training of a CAFU pilot.

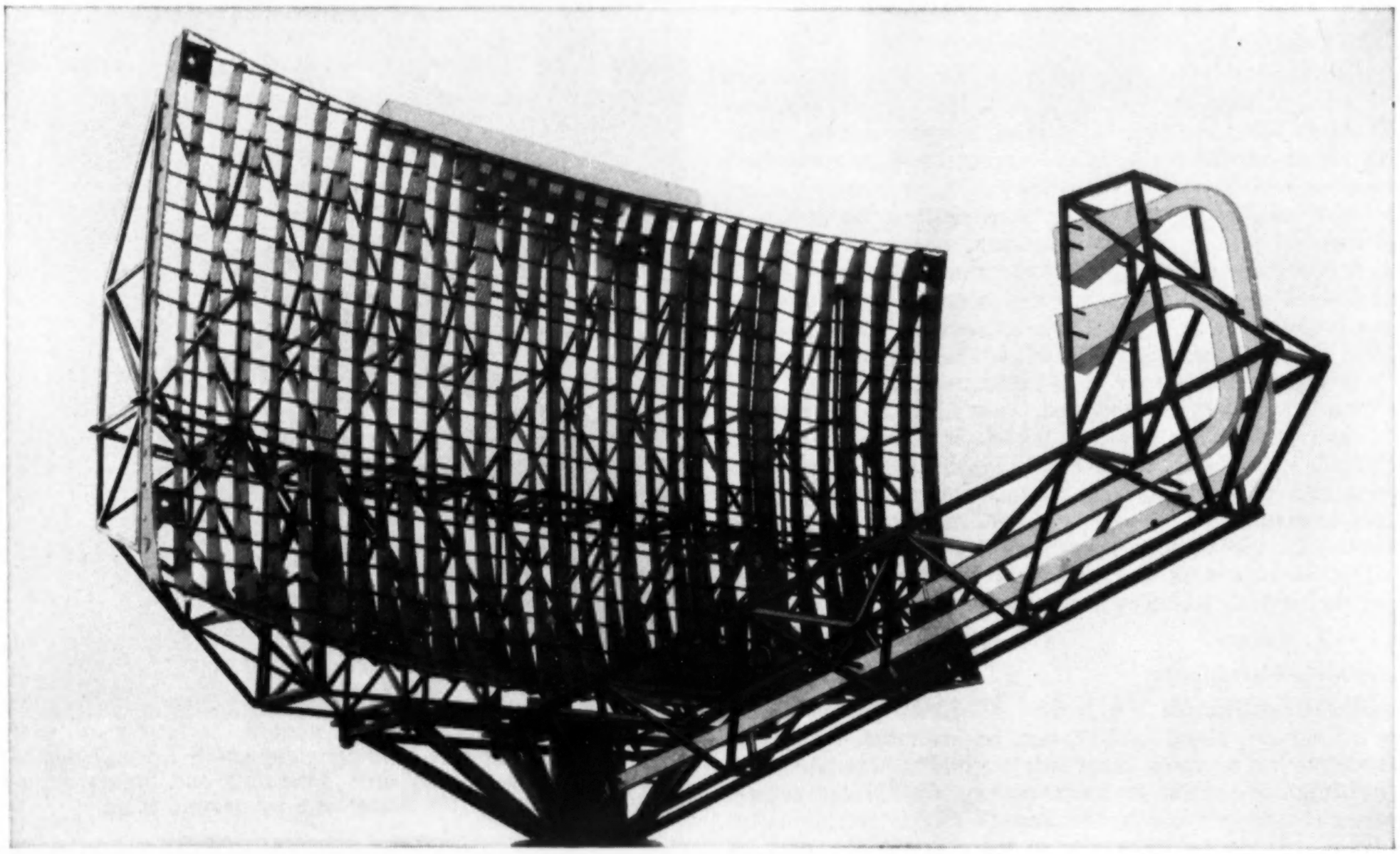
Telecommunications engineers aboard the HS748 are testing the radio navigational and landing aids which are subject to errors arising from equipment drift, tolerance and interference effects, some of which are not discernible by ground tests.

A Flight Examiner of CAFU boarding an air taxi to test the candidate for a professional airline pilot's licence. The General Flying Tests and Instrument Rating Tests must be conducted by CAFU examiners.

Marconi air traffic control

new 23 cm radar

S654



An advanced 23cm (L) Band multi-purpose radar to satisfy all ATC surveillance requirements

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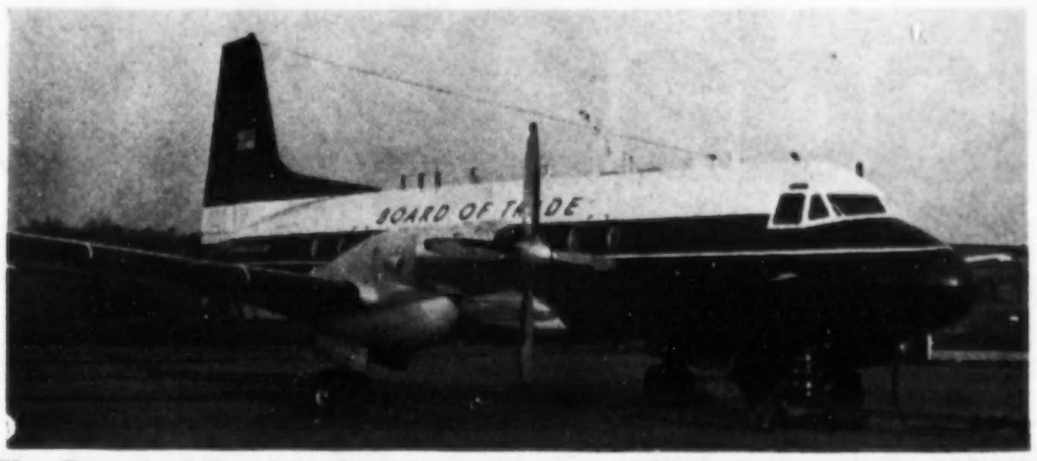


The Board of Trade's fleet includes the HS748 (left) and the HS125. The HS748 is a turbo-prop conceived as a replacement for the veteran DC3, combining modern standards of airworthiness, performance and comfort with the DC3's versatility and ability to operate regularly from elementary airfields. Flight inspection authorities prefer to develop their own airborne installations and this aircraft was designed specifically for that purpose. In addition to pilot training, the aircraft is used for the flight inspection of radio navigation aids. The HS125 is a jet engined aircraft used for high level radar calibration and for carrying VIP's.

purposes of the Board of Trade's Civil Aviation Flying Unit (CAFU), the other being to ensure the correct functioning of ground navigational aids. The annual cost of CAFU amounts to about one million pounds, most of which is spent directly on promoting safety in the air.

All applicants for their first professional pilot's licence or 'blind flying' instrument rating have their flying ability tested by CAFU examiners; to date some thirty thousand tests of this sort have been conducted. Delegated authority to conduct tests for the renewing of instruments and aircraft type ratings is given by the Board of Trade to company pilots who have undergone examiner tests and, in the case of instrument rating examiners, a fortnight's training at CAFU.

CAFU is responsible for ensuring high standards in delegated examiner testing, and its flight examiners observe company pilots periodically to check on the way they conduct their tests. Some of these tests and checks are carried out in simulators or type trainers, and the suitability of the latter for such purposes is also assessed by the flight examiner.

Recently CAFU has been made responsible for the standards of training and testing of commercial flying instructors. At approved flying training schools, this responsibility is delegated to pilots approved by CAFU examiners, and their continuing standard has to be monitored in much the same way as that of delegated type— and instrument-rating examiners.

Examining weather standards

To guard against weather hazards the Board of Trade requires each United Kingdom operator to give its flight crew instructions on the minimum weather conditions in which take-offs and landings can be carried out at each aerodrome that it proposes to use at home or abroad. This also applies to foreign operators when they use aerodromes in the United Kingdom. The Board examines these instructions to make sure that adequate safety margins are provided.

Licensing aerodromes

There are now about 100 civil aerodromes in the United Kingdom for public passenger transport or for instruction in flying.

(*Continued on page* viii)

An hour or so before these passengers began boarding this VC10 at London Airport, Heathrow, a Board of Trade Flight Operations Inspector (himself usually an ex-airline pilot) may have joined the flight crew in the briefing room to ensure that the precise regulatory briefing procedures have been followed. He will then go aboard with the crew and stay throughout the flight. His duty is to see that the airline operator is maintaining the high standards laid down.

Ultrasonic flaw detectors are used by the British Aircraft Corporation in the inspection of integrally machined wing skin panels.

Plessey Radar leads

One of the unwritten success stories of the century is how ATC has cleared one hurdle after another to keep pace with aviation's growth.

ATC practice and procedures are well defined by ICAO regulations and impose rigid discipline internationally. ATC success depends on many factors —on the skill of the air traffic controllers—on the foresight of the planners—on the inventiveness of the engineers.

In Plessey Radar we are proud of our development and engineering prowess but our real strength is that everything we do is orientated towards operational systems. Certainly we know all about radars and data handling and automation, about hardware and software, but it is our active participation throughout the years in the growing story of ATC that has given us the inside knowledge of what it is all about—operationally. That is what matters and that is why we are major contractors in the big ATC projects of today. Projects such as Eurocontrol's Upper Air Traffic Control Centre (MADAP) at Maastricht and Britain's MEDIATOR project at West Drayton for a comprehensive ATC centre for UK national airspace.

One thing we've always known. You cannot design 'black boxes' in isolation. Everything you make must dovetail into an overall system. It must fulfill a specific operational purpose and it must be system compatible. We think and work on these lines and that is why we succeed in ATC systems. Whatever our customer's specific responsibility within an ATC network—large or small —we can always propose a viable system to meet the needs today, and to allow for expansion tomorrow.

The challenge of change

Nothing stays still and ATC services must always be maintained; there is no sharp break between one generation of ATC equipment and the next.

The aviation world itself sets the pace. It is always the performance characteristics of new aircraft and expected traffic density which define the future tasks of ATC. To meet them, the right system elements must be

in ATC

ready. That means we have to be ahead of the game. Sometimes, of course, we can add extra capacity to existing installations—we always design them in the first place so that this can be done. Sometimes we can add newly developed equipment to enhance performance. We are doing this now with some of our latest products such as our automatic secondary radar systems, our 'Digitrace' bright displays and our integrated circuit signal and display processors. But all the time we are looking further ahead—and our current R & D programmes will, in turn, yield new products to advance ATC.

Something of what we offer

The range of ATC equipment we offer is extensive. Within national ATC networks there are different levels of system, and the need for ATC and its growth and economics vary from country to country. These are the needs that we recognise; these are the needs that we meet.

This is where our systems planning and management experience—one of our most valuable assets—is of service to our customer because we have staff with operational ATC experience acting as advisers, as well as project management teams accustomed to handling contracts from our overseas customers.

ATC is international and so is Plessey Radar, and we operate internationally. As part of the 73000 strong Plessey Company, with representation in 129 countries, we have full technological and financial backing in our enterprises.

PLESSEY RADAR

Plessey Radar Limited,
Addlestone, Weybridge,
Surrey, England.
Tel: Weybridge (0932) 47282
Telex: 262329

They vary in size from London (Heathrow), which handled over 14 million passengers in 1969 and employs over 40,000 people, to a small aerodrome on a Scottish island used by only a few thousands passengers in a year.

Before they can handle large passenger aircraft all aerodromes must have a Board of Trade licence. Annual renewal of this licence is subject to a detailed site inspection by the Board of Trade's Regional staff. Aerodrome safety requirements are numerous and stringent. In particular runways and taxiways must be of suitable dimensions and minimum obstruction free approach paths to runways are required. Other requirements include efficient fire, rescue, ambulance and first-aid services; effective runway and taxiway markings, lighting and guidance systems and approach lighting systems. As well as being available to give general and detailed advice on aerodrome planning and development, the DGSO advises on technical matters such as the most suitable types of runway surfaces to be provided, bird scaring which can be a considerable problem on some aerodromes, and on safety standards for air displays.

Typical high speed impact wreckage (of a military aircraft) is laid out for analysis by the official accident investigators.

MAKING AIRCRAFT SAFE

No aircraft operating for public transport is permitted to fly unless it holds a current certificate of airworthiness. This is issued by the Board of Trade on the recommendation of the Air Registration Board.

The Board of Trade has delegated to the Air Registration Board (ARB) responsibility for formulating and publishing the British airworthiness code. This it does through the British Civil Airworthiness Requirements (BCAR). Sections of BCAR dealing with design and testing prescribe minimum acceptable levels of airworthiness which must be achieved if an aircraft is to be certified as airworthy. Before an aircraft can operate internationally it must also satisfy the minimum standards laid down by ICAO. The United Kingdom was one of the first countries to incorporate ICAO Airworthiness Standards in its requirements.

When a new type of aircraft is being developed, the designer provides evidence that the aircraft complies with BCAR. ARB's investigation usually begins very early to ensure that the basic features of the design do not conflict with airworthiness requirements. Also at an early stage the programme of structural strength and fatigue tests and rig tests on electrical and control systems is agreed.

As the design proceeds more detailed discussions take place. The design may embody innovations to which BCAR as written are not directly applicable and alternative approaches are then explored. In parallel with the investigation of the aircraft as a whole, components ranging from engines to minor items of equipment, which are being developed by subcontractors, are also being investigated.

Increasing importance is being attached to systems for assisted and automatic flight control. This reflects the ever-widening range of conditions in which aircraft are required to operate. Supersonic flight and operation in zero visibility will demand dependability from a complex range of equipment and systems, and new techniques of assessing this dependability are being developed by the ARB.

When a new type of engine is projected the ARB, which is already familiar with the constructor's facilities, techniques, procedures and personnel, participates in the preliminary discussions on the manner in which requirements will be met and assists in planning the certification test programme which will take into account any special features of the engine.

Knowledge of the prototype engine is gained as it progresses through manufacture and development, and ultimately the detailed certification test programme is approved. Acting under ARB approval the manufacturer's quality and control department records the manufacturing techniques and features in the 'Build Standard'.

Engines in service are overhauled at intervals agreed with the ARB. Failure rates and performances are carefully considered before any easement of requirements for overhaul and testing are allowed. The modern turbine engine can now run for as much as 5,000 hours between overhauls. Such standards have been achieved by the close co-operation of manufacturers and operators with the ARB.

As the flight test stage of a new aircraft's development approaches, the ARB is concerned with the proposed programme. In addition to the constructor's development flying, the certification programme involves assessing, in relation to BCAR, the functioning of the systems and the performance in both temperate and tropical climates. The ARB's pilots and observers themselves check the flying qualities of the aircraft and this entails about 100 hours flying in the case of a large aircraft. ARB observers also accompany the aircraft on tropical trials. These specific tests are followed by route proving trials intended to expose the aircraft to the conditions of real operation and to reveal unsuspected teething troubles over a significant period. Such trials are also observed by the ARB.

Issuing the Airworthiness Certificate

The culmination of most design investigations by the ARB is the issue of a certificate of airworthiness for the prototype aircraft. The Board of Trade issues the certificate of airworthiness wholly on the basis of a recommendation by the ARB to the effect that the design and manufacture of the aircraft are in compliance with Airworthiness Requirements. The details vary according to the purpose for which the aircraft is to be used but apart from small private aircraft and those designed for special purposes, such as crop spraying, a successfully developed aircraft receives a full certificate of airworthiness in the transport category for the carriage of passengers and goods.

(Continued on next page)

INVESTIGATING ACCIDENTS

Responsibility for investigating aircraft accidents occurring in the United Kingdom lies with the Board of Trade's Chief Inspector of Accidents, Captain V. A. M. Hunt, CBE. He also participates in investigations into accidents occurring abroad to civil aircraft registered in the United Kingdom and into accidents to turbine engine aircraft of British manufacture irrespective of the country in which they are registered. The Chief Inspector, in order to preserve his independence from the regulatory safety organization, reports direct to the President of the Board of Trade.

Follow-up on accidents and incidents

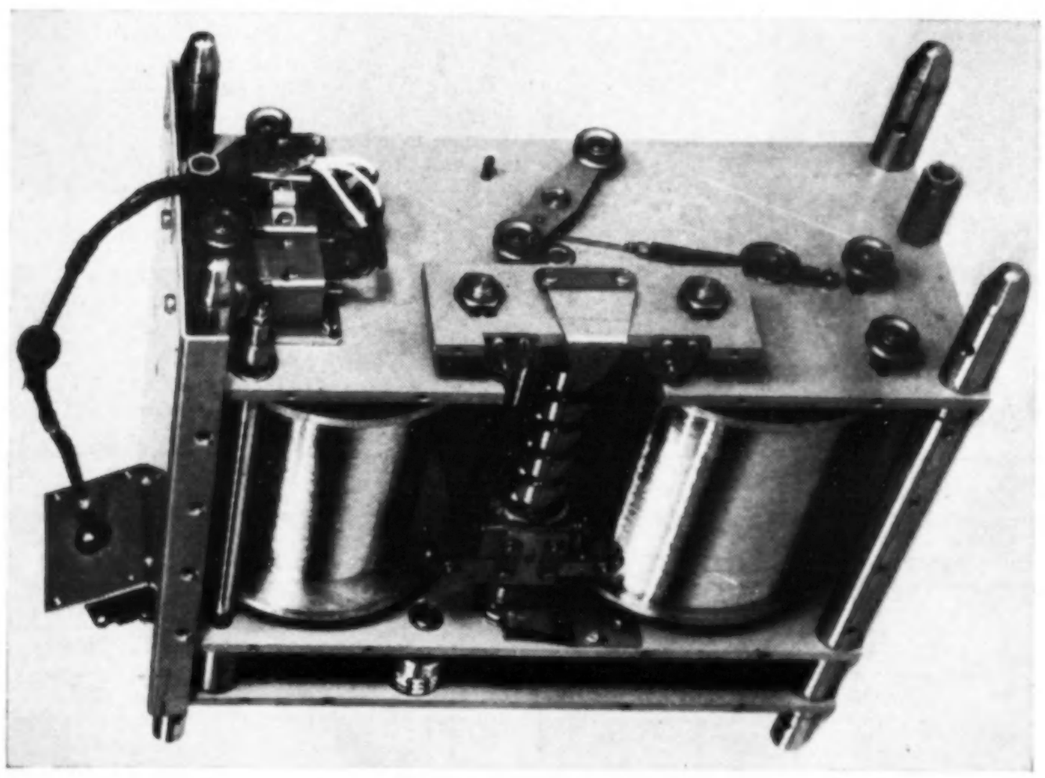
The aim of accident investigation is to determine the probable cause so that similar occurrences can be avoided in the future. Investigation may take many months, but if anything pertinent to flight safety is revealed during the early stages of an investigation Accidents Investigation Branch notify the DGSO so that preventative measures can be taken immediately.

About 1,300 incidents to public transport aircraft are also reported every year to the DGSO. A growing number of the airlines issue regular summaries of defects and incidents which have occurred during their operations, showing investigations made and any remedial action taken. There are also voluntary schemes for reporting bird strikes and incidents observed by aerodrome and air traffic control authorities. Reports of significant mechanical defects are channelled through operators' maintenance organizations to the ARB. Incidents are examined carefully since they can alert the DGSO to safety problems and, moreover, provide opportunities for accident prevention. Great import is attached to incident reporting and the present voluntary machinery is under constant review.

Communicating safety information

Good channels of communication are essential for improving flight safety, and when new regulations or policies are being formulated there is a high degree of consultation with everyone concerned. In addition there are committees which concentrate on communicating safety information. The United Kingdom Flight Safety Committee is primarily concerned with airline operations and its members are drawn from operators, manufacturers, commanders of aircraft, insurers, Board of Trade, Ministry of Defence (RAF), Air Registration Board, the Guild of Air Traffic Control Officers and the Society of Licensed Aircraft Engineers and Technologists. The Committee also operates an information exchange scheme for aircraft incidents. A second body, the General Aviation Safety Committee, includes representatives of Board of Trade, the Air League, Air Registration Board, British Gliding Association, Guild of Air Pilots, Air Traffic Control Services, Popular Flying Association, British Light Aviation Centre, and the Business Aircraft Users' Association.

Both these Committees issue their own flight safety publications. The Board of Trade itself publishes Information Circulars whose special pink editions give wide publicity to matters directly concerned with air safety. About 15,000 copies of each pink edition are sent out free of charge to administrations, airlines, organizations, constructors and individual pilots throughout the world. Anybody who has a genuine interest can receive information through this channel.



Another valuable aid in air accident investigation is the Plessey-Davall flight recorder widely known as 'the black box' (although earlier flight recorders were not only spherical but painted fluorescent orange for easy identification). The modern flight recorder is usually in a red metal case. Its interior is shown here. It is protected against fire and impact forces and the recording tape is made of stainless steel wire which has an inherent resistance to fire.

VITAL NAVIGATIONAL SERVICES

Since the United Kingdom airspace is the most crowded in the world (*see map on page* x) the National Air Traffic Control Services (NATCS) are vitally important to safety. With air traffic increasing rapidly the NATCS needs to be continually improving its procedures as well as the air navigation equipment employed (see the *Board of Trade Journal* supplement of April 15, 1970).

Avoiding collisions

Airmiss reporting and investigation is one of the major ways of making sure that navigational safety standards are being maintained. In the United Kingdom this work started during the early 1950's. By 1959 ICAO had agreed standard procedures for use throughout Europe and the United Kingdom military airmiss reporting and investigation system had been made compatible with the civil one, although still separate from it. In April 1966 the United Kingdom civil and military systems were brought together by the formation of the Joint Airmiss Section at NATCS Field Headquarters at Hillingdon House, Uxbridge. This section, with its mixed civil and military staff, now acts as a single focal point for co-ordinating and processing information on *all* airmisses in the United Kingdom whether civil or military.

All pilots are encouraged to report occasions when they believe their aircraft may have been endangered by the 'close proximity' of another. Each report is immediately and fully investigated by the National Air Traffic Control Services and if remedial action is needed this is taken without delay.

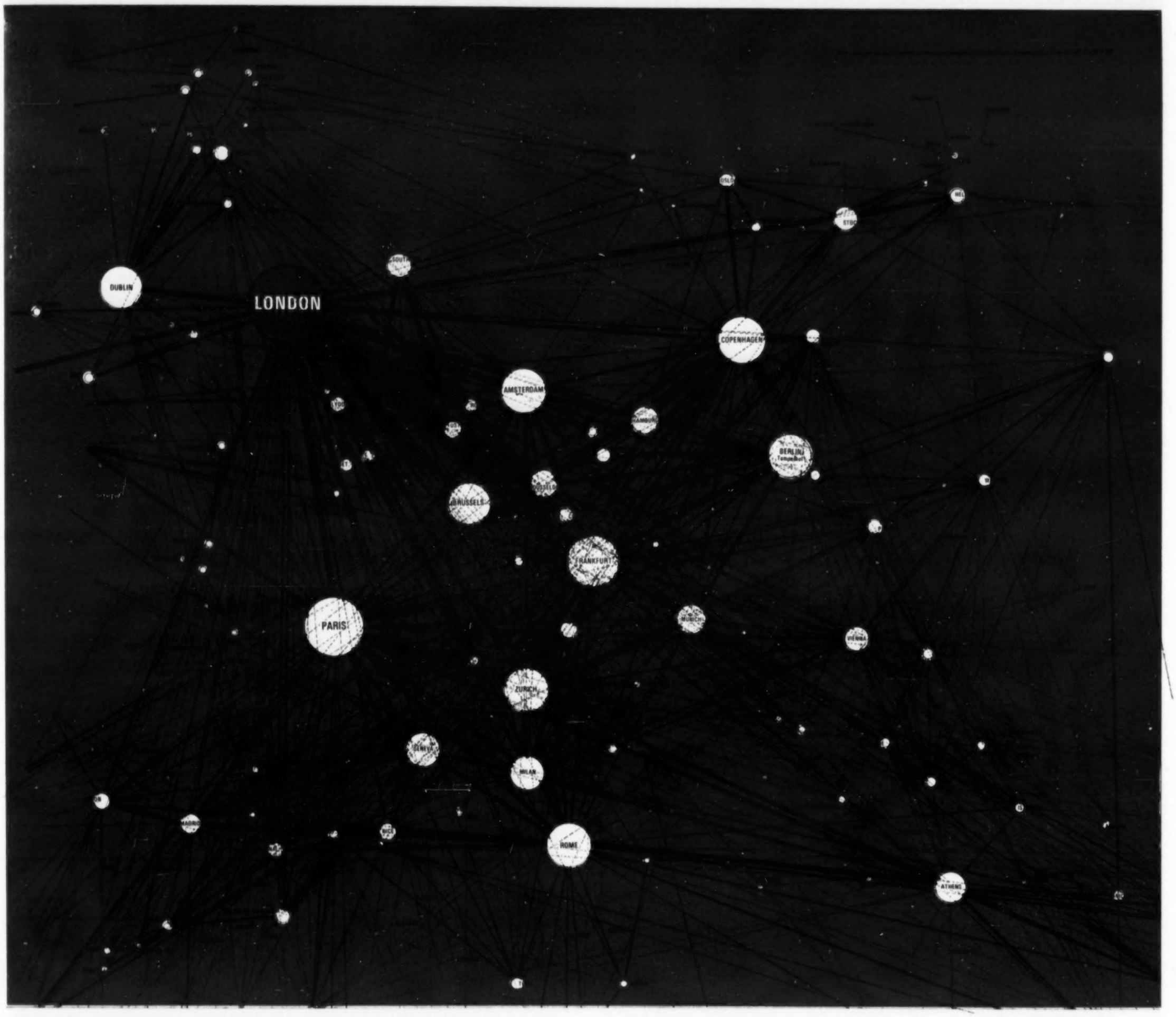
All airmisses are examined by one of the two Airmiss Working Groups – the military one which deals with incidents involving solely military aircraft, or the civil which deals with civil/military and civil/civil airmisses.

The terms of reference of both Groups are to review all airmisses, categorize them according to degree of risk, determine their cause, comment on remedial action, determine trends and make recommendations. Each Group makes a report every four months which goes to the Board of Trade, the Ministry of Defence and Air Traffic Control Board. To ensure standardization, both Groups have the same Chairman – an RAF pilot who is head of the Joint Airmiss Section; the secretariat is provided from the Joint Airmiss Section and four of the members are common to both Groups.

The Civil Airmiss Working Group consists of representatives of the two State air corporations, the British Airline Pilots Association, the International Air Transport Association, the Guild of Air Pilots and Navigators, the General Aviation Safety Committee, the Flight Safety Directorate of the Ministry of Defence, and the Directorate of Flying of the Ministry of Technology with advisors present from NATCS and Eurocontrol. No other country has its airmiss reports reviewed and recommended on by a body of independent users, with the emphasis on the flying side.

All airmisses involving civil aircraft between 1963-69 are included in the table (on page x) which shows that on average there were five reports a year involving actual risk to public transport aircraft. There has been no discernible pattern of growth in actual risk from

(*Continued on page* xi)



An idea of the pressure on UK airspace is given by this diagram in which the thickness of the lines and the area of the circles are proportional to the amount of traffic.

AIRMISS REPORTS INVOLVING CIVIL AIRCRAFT

Year		1963		1964		1965		1966		1967		1968		1969	
Class of Aircraft		Public Transport	Other Civil	Public Transport	Other Civil	Public Transport	Other Civil	Public Transport	Other Civil	Public Transport	Other Civil	Public Transport	Other Civil	Public Transport	Other Civil
Category †	A	2	4	7	4	3	6	9	4	5	15	6	3	4	13
	B	16	15	20	12	11	20	9	17	14	26	19	24	29	29
	C	45	38	57	35	35	43	40	36	37	51	51	53	48	38
Totals		63	57	84	51	49	69	58	57	56	92	76	80	81	80
Aircraft movements (Thous.)															
Total Civil/Military		4,540		4,590		4,950		4,830		5,590		5,760		5,590	
Total Public Transport ‡		495		522		544		605		617		612		639	

Notes:

† The reports are categorized by the Airmiss Working Group as A, B and C, to give their judgment of the degree of danger if any from risk of collision. The general lines of these categories are as follows:

Category A is assigned when it is considered that, in the prevailing circumstances, there was a significant risk of collision, giving rise to danger.

Category B is assigned when it is considered that, in the prevailing circumstances, the situation was less dangerous but when aircraft were close enough to cause anxiety to one or both of the pilots althouth the risk of collision was slight.

Category C is assigned where, although the aircraft may have been closer or reported to have been closer than normally desirable, there was no danger and no significant risk of collision.

‡ Numbers of aircraft movements exclude movements at some aerodromes and are estimated where actual information is not available.

year to year despite the rapid increase in aircraft movements, both civil and military – from over 4½ million in 1963 to over 5½ million in 1969.

Most incidents reported fall into Category C where in fact no risk existed at all and in this respect their inclusion in the total figures could be misleading. However, even when investigation subsequently shows that no risk existed such reports may still contain useful information for improving air traffic control arrangements.

Developments in lower airspace

One example of the way NATCS is meeting traffic increases is provided by the development of navigational services in the lower airspace around Oxford. In this confined area – bounded in the east by what is probably the busiest airway in Europe, and in the south by one of the main airways feeding European air traffic for the Atlantic crossing – are aerodromes like Little Rissington, home of the RAF Central Flying School, with its relief landing grounds at Kemble and Aston Down; Fairford operating VC-10s and Concorde, with the two other RAF Air Support Command aerodromes of Brize Norton and Benson; and Oxford/Kidlington and Bicester civil airports, both aiming to expand their training tasks. All this plus parachute training, gliding and the civil and military crossing the area means that special air traffic control facilities are required. The RAF were asked to conduct a Lower Airspace Radar Service trial which clearly proved a need to improve air traffic control services in this airspace.

NATCS are therefore establishing a small Air Traffic Control Radar Unit at Brize Norton utilizing the existing AR 1 radar. The unit will provide radar services both for aircraft crossing the area and for those using local aerodromes. The new ATCRU should be operating this September, and will improve flight safety around Oxford. It is an excellent example of the advantages of civil and military integration, upon which NATCS is based.

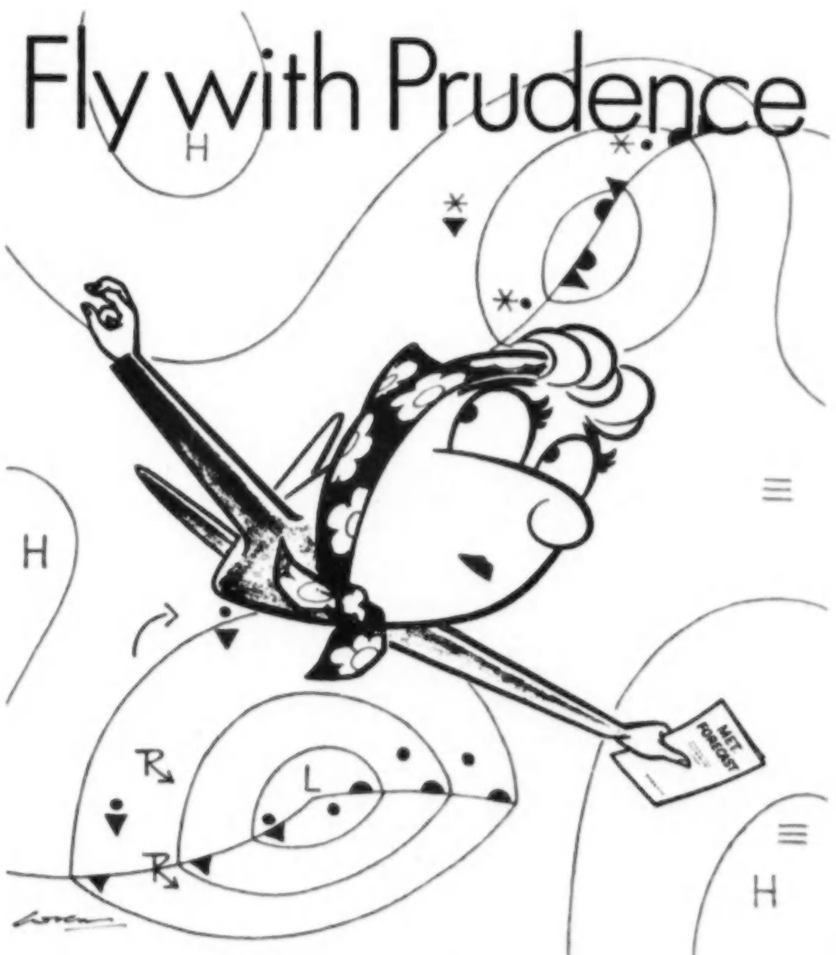
SAFETY IN THE FUTURE

Air transport is a growth industry. Over the next ten years passenger traffic on United Kingdom airlines is expected to increase threefold. Jumbo jets can carry two and a half times as many passengers as an aircraft like the Boeing 707, while Concorde flies more than twice as fast as aircraft in service now. We may well see the introduction of large and fast vertical take-off and landing aircraft operating over the next few years between city centres of the nearer conurbations of Western Europe.

All these developments will bring new problems. In particular the bigger aircraft of the future will reinforce the need to keep on improving safety standards. The Government are determined to see this happens.

Three years ago the then President of the Board of Trade appointed the Edwards Committee to review civil air transport, with terms of reference which included proposing 'what changes may be desirable to enable the industry to make its full contribution to the development of the economy and to the service and safety of the travelling public'. One of the main recommendations in the Committee's report, published in May 1969, was the creation of a new Civil Aviation Authority which would become responsible for the safety and economic regulatory functions at present dispersed between the Board of Trade, the Air Registration Board and the Air Transport Licensing Board. The Authority would also be responsible for the civil side of NATCS. Broad policy and the Authority's terms of reference would be determined by the Board of Trade, which would keep responsibility for accident investigation.

These proposals were welcomed by the President of the Board of Trade last November. Subject to legislaton it will be for the Board of Trade and the Civil Aviation Authority working together to strengthen Britain in world aviation and to promote the highest possible standards of safety in the air.



Weather is fickle-watch it

Look out-as well as listen

The 'Fly with Prudence' series of posters for display in private flying clubs are executed by the aviation cartoonist Christopher Wren to ideas put up by the Board's Directorate of Flight Safety in consultation with the General Aviation Safety Committee, Information Division of the Board of Trade and the Central Office of Information. Each idea was derived from actual accidents and aim of course to prevent their recurrence. These posters are widely copied abroad.

Quick change artist.

When the lamp fails in a CRHB2 centre line runway fitting, the compact light unit can be changed on the spot in under two minutes.

That's important. Because usually you have to close the runway to do the job. And that wastes time. And money.

The light unit in the CRHB2 couldn't be simpler to replace. The two bolts on the cover plate unscrew and the whole light unit lifts straight out. This makes replacement quick. Makes cleaning easy and efficient.

The CRHB2 contains a 200 w. tungsten halogen lamp which gives increased beam and spread. And it's pressure tested to 1000 p.s.i., so it's not going to crack up under the strain.

The Atlas Airfield Lighting Division can make some pretty impressive changes around any airfield. Soon, a family of fittings incorporating the quick change principle will be available.

You can read about the Atlas quick changes in our new brochure. Send for it today.

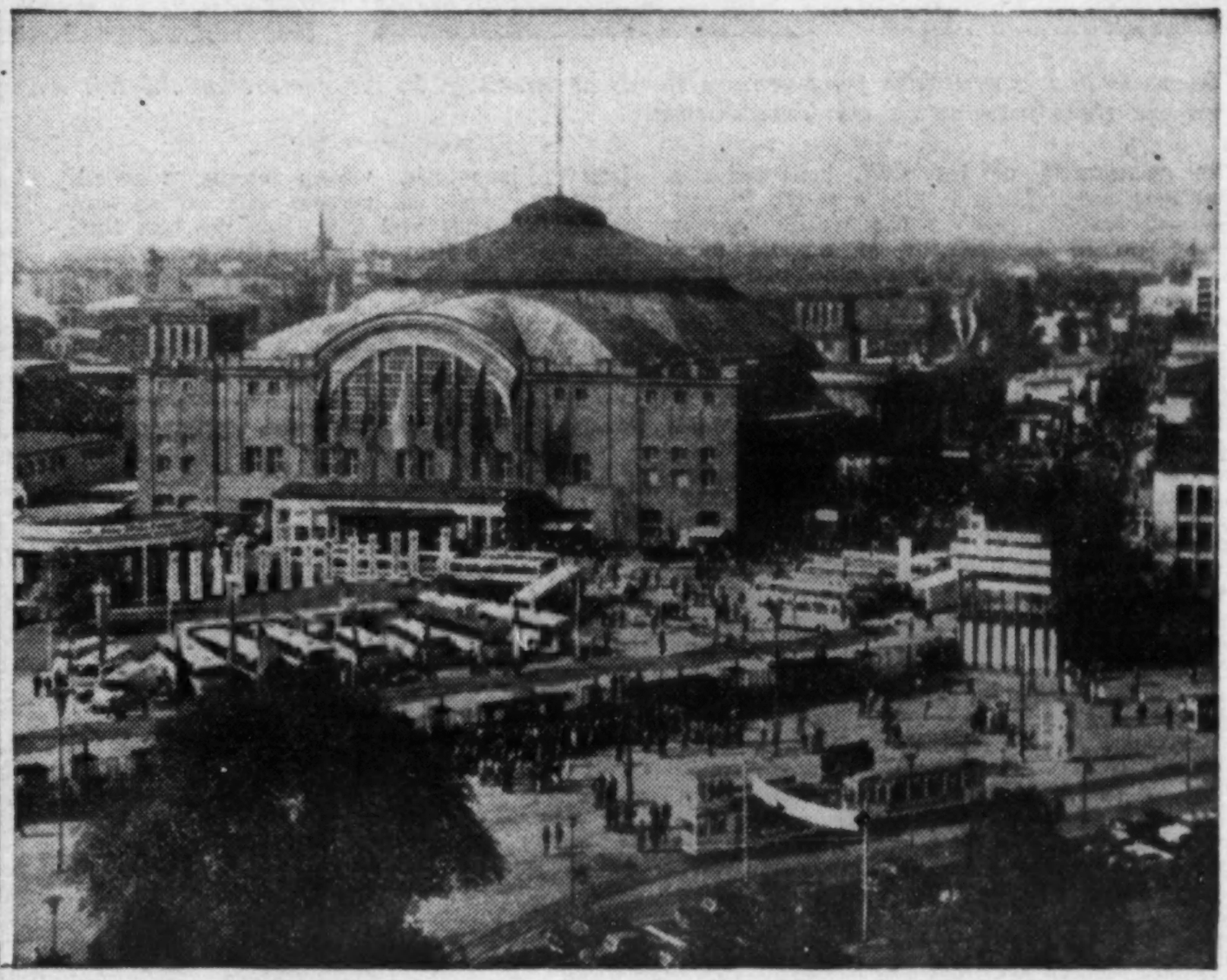
Thorn Lighting

Airfield Lighting Division,
Thorn House, Upper Saint Martin's Lane, London, W.C.2.
Tel: 01-836 2444. Telex: Thorn London 21521
A member of the Thorn Group.

International Patents pending.

TE3

The Midland Bank's Overseas trade services will be available at the **16th Chemical Engineering Exhibition and Congress (ACHEMA) 17-24 June '70**



Our representative Mr. G. L. Clarke, a member of the Central Management of our Overseas Branch, London will be visiting the Exhibition each day, or you can contact him at the Frankfurterhof Hotel, Kaiserplatz, Frankfurt Am Main (tel: 2 02 51)

If you expect to be at the Exhibition, and need our assistance *before* you travel, we invite you to get in touch with Mr. Clarke in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone 01-606 9944), or through any of our 2,700 branches in England and Wales.

Midland Bank

If you have an international problem talk to the Midland.

Big interest by EEC countries in British exhibits

A report from the British Consulate-General, Frankfurt am Main

Overseas buyers at British joint venture stands at Interstoff. In the picture on the left Australian buyers are placing orders. Picture on the right features buyers from Greece.

THE ORGANIZERS OF Interstoff, held twice a year at Frankfurt, claim that it is the biggest clothing textiles fair in the world; and it would indeed be difficult to dispute their claim. Certainly the first of the two 1970 events which took place from May 11-14 attracted a record number of buyers – more than 18,000 of them, an increase of some 14 per cent over last year.

And, for the first time the records show that more than half of these visitors were from abroad (they came from 63 countries), thus demonstrating the ever increasing international character of Interstoff in Frankfurt.

However, not only the statistics of visitors to the fair, but also those relating to exhibitors highlight the international aspect. On this occasion there were in total 536 exhibitors and, of these, no fewer than 356 came from outside Germany. In all 15 countries were represented with Britain once again well to the fore. With 81 exhibitors we occupied third place (after France and Italy).

Forty-six of the British exhibitors were grouped in Hall 2a in a joint venture sponsored by the Board of Trade in conjunction with the Textile Promotion Consultative Committee which, as on a number of previous occasions, meant that that hall was exclusively British. The Textile Promotion Consultative Committee had an information stand which proved to be very much a focal point of the joint venture, and which was visited by a constant stream of inquirers.

Despite a marked tendency for the mood of the fair to be regarded as a little more subdued than on some previous occasions, the vast majority of the British exhibitors were very pleased with the business done; indeed quite a number of them said that it had been for them the busiest Interstoff ever. Very few were dissatisfied with the results which they had achieved.

There was, as usual, a great amount of interest shown in the British goods by buyers from EFTA countries – with Switzerland and Sweden in the forefront – but the interest shown by buyers from EEC countries, including of course West Germany, was particularly encouraging. The latter, though they did make purchases made no secret however of the fact that possible future removal of the existing tariff barriers was a factor which would make a vast difference to the amount of British textiles which they would be willing to purchase.

The selection of fabrics displayed on the British stands was very extensive and included jerseys, jacquards, woven cloths, worsteds, shirtings, prints on cottons and various synthetic materials and lace. For the first time, too, a British firm at Interstoff showed denim fabrics, and was overwhelmed with inquiries from women's fashion buyers, amongst them several of the most prominent Paris couturiers.

Individual items exhibited which did well were far too numerous to mention, but it was observed that a new fabric 'Co-We-Knit' (a warp knitted cloth with the appearance of having a woven back), from a well-known British firm attracted a great deal of foreign interest as did also the 'Biba' and 'Aegean' print designs presented by an energetic Manchester manufacturer.

The excellent results achieved by British exhibitors at this Interstoff serve only to confirm the degree of trust and reliability placed in the British clothing textiles industry, an industry which proved again at this event its ability to succeed against world competition.

Valuable export orders obtained at Hospital '70 exhibition, Stockholm

A report from the British Embassy, Stockholm

DESPITE THE SUDDEN advent of spring, and the temptation to enjoy the first sun of the year, there was a very satisfactory attendance at the four-day Hospital '70 exhibition which opened in Stockholm on May 12.

The official opening of this display of hospital equipment was performed by Mr. Sven Aspling, the Swedish Minister of Health and Social Welfare, and attended by Dr. John Dunwoody, Joint Parliamentary Secretary, Ministry of Health and Social Security, who spoke at the inauguration ceremony.

Dr. Dunwoody, accompanied by HM Ambassador, Sir Archibald Ross, later toured thte stands, and spoke to representatives of the 17 British firms taking part in the joint venture group under the sponsorship of the Board of Trade, and the British Hospitals Export Council.

Several valuable export orders were obtained during the exhibition, and the group left Stockholm well satisfied with the results they had achieved. Immediate sales in the region of £20,000 were reported, with prospects of a further £60,000 during 1970.

Hospital '70 was a truly international exhibition which attracted professional visitors not only from other European countries, but from as far afield as Japan, Australia and Cuba.

Perhaps one of the most encouraging results of exhibiting in the joint venture group, was the appointment, or negotiations likely to lead to the appointment of no less than seven agents in Sweden by the unrepresented firms taking part, and also of two agents in Finland and one in Norway.

Although Sweden herself is a producer of medical supplies and equipment, with a healthy export rate, there is an undoubted potential in Sweden for the British supplier who is prepared to devote time and effort in the market.

In addition to the official participants, three other British firms exhibited direct, and a further 33 firms displayed their products through agents. The next Hospital exhibition will be held in Stockholm in 1973.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Changes in the Programme of Trade Promotions and in Classified lists of Trade Fairs and Exhibitions throughout the world (published on March 11, 1970)

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the Office named (Tel. 01-248 5757). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-248 5757, Ext. 7200).

(b) SPECIALIZED

DELETE – 1970

Chicago: NATIONAL CHEMICAL EXHIBITION – September 15-18, 1970

Santa Cruz (Bolivia): AGRICULTURAL ANIMAL, INUSTRIAL AND COMMERCIAL EXHIBITION – September, 1970

San Francisco: WESTERN PLANT ENGINEERING AND MAINTENANCE SHOW – November 3-5, 1970.

Tehran: BRITISH ENGINEERING WEEK – November, 1970

AMENDMENTS – 1970

Madrid: WORLD POULTRY CONGRESS AND EXHIBITION – September 5-20, 1970 (Congress September 6-12)
The dates should be amended to read:
September 5-15, 1970.

Johannesburg: ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION (ELECTRA '70) – September 14-19, 1970
This entry should be amended to read:
A joint venture with The British Electrical and Allied Manufacturers Association and The British Nuclear Forum.
(K. R. Timmins, Ext. 7104).

Dublin: COMMERCIAL PRODUCTIVITY EXHIBITION (COMPEX '70) – September 15-19, 1970
This entry should be amended to read:
A possible joint venture with the Business Equipment Trades Association.
(K. R. Timmins, Ext. 7104)

New York: ELECTRO OPTICAL SYSTEMS DESIGN CONFERENCE – September 16-18, 1970
This entry should be amended to read:
A joint venture with the Scientific Instrument Manufacturers Association.
(H. Gladwell, Ext. 318)

New York: RETAIL TOBACCO DEALERS INC. CONVENTION – October 15-17, 1970
This entry should be amended to read:
A probable joint venture with the Briar Pipe Trades Association.
(H. Gladwell, Ext. 318)

Johannesburg: WATEX '70 – October 15-21, 1970
The dates should be amended to read:
October 15-21, 1970.
(K. R. Timmins, Ext. 7104)

New York: ANNUAL MEETING OF AMERICAN SOCIETY OF ANESTHESIOLOGISTS – October 19-21, 1970
This entry should be amended to read:
A joint venture with the British Surgical Export Group.
(H. Gladwell, Ext. 318)

Vienna: VAN SWIETEN MEDICAL CONGRESS AND EXHIBITION – 19-24 October, 1970
This entry should be amended to read:
A possible joint venture with the London Chamber of Com-
(K. R. Timmins, Ext. 7104)

For any control
of any of your goods
EXPORTED FROM
IMPORTED INTO
IN TRANSIT THROUGH
ROMANIA
apply to
OFICIUL DE CONTROL AL MARFURILOR
OCM
BUCHAREST-ROMANIA
OCM-GOODS CONTROL OFFICE
BUCHAREST
BLV. N. BALCESCU, 22
PHONE: 13.06.79
CABLES: OCEME
TELEX 011374 CAMROM

Hamburg: EUROPEAN MARINE TRADE EXHIBITION AND CONGRESS – October 28-31, 1970
This event should be amended to read:
A joint venture with the Ship and Boat Builders National Federation.
(Miss H. McKinlay, Ext. 7203)

Vienna: INTERNATIONAL EXHIBITION OF VENDING MACHINERY AND INTERNATIONAL CONGRESS OF VENDING (INCOMAT) – November 17-19, 1970
This entry should be amended to read:
A joint venture with the Automatic Vending Association of Britain.
(K. R. Timmins, Ext. 7104)

Johannesburg: MACHINE TOOL AND MECHANICAL ENGINEERING EXHIBITION – November 23-28, 1970
This entry should be amended to read.
A joint venture with the Machine Tool Trades Association.
(K. R. Timmins, Ext. 7104)

ADDITIONS – 1970

Sydney: FIRST AUSTRALIAN BUILDING EXHIBITION – June 17-25, 1970
Joint venture with the Building Materials Export Group.
(Miss M. Janzen, Ext. 7093)

Bogota: INTERNATIONAL TRADE FAIR – July 10-26, 1970
Official Information Stand manned by representatives of the British Embassy, Bogota.
(Miss F. King, Ext. 7092)

Tokyo: INTERNATIONAL EXHIBITION OF OCEANOGRAPHIC INDUSTRIES – September 16-20, 1970
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, 7093)

Basle: INTERNATIONAL HARDWARE FAIR (INTERFEREX) – September, 1970
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)

Rome: INTERNATIONAL STAMP EXHIBITION – October 2-5, 1970
A joint venture with the Philatelic Traders Society. Firms interested in participation should contact the Society.
(Miss F. King, Ext. 7092)

Berlin: INTERNATIONAL CONGRESS AND EXHIBITION OF COIN-OPERATED AMUSEMENT MACHINES – October 6-8, 1970
A probable joint venture with the Amusement Trades Association. Firms interested in participation should contact the Association
(Miss E. J. Slegg, Ext. 7080)

Bologna: INTERNATIONAL BUILDING EXHIBITION – October 10-18, 1970
A joint venture with the London Building Centre. Firms interested in participation should contact the centre.
(Miss F. King, Ext. 7092)

Long Beach, California: LONG BEACH SAILBOAT SHOW – October 23-November 1, 1970
A joint venture with the Ship and Boat Builders National Federation.
(C. J. Mather, Ext. 265)

AMENDMENTS – 1971

Vienna: INTERNATIONAL OFFICE ORGANISATION EXHIBITION (IFABO) – February 7-10, 1971
This entry should be amended to read:
A possible joint venture with the Business Equipment Trade Association.
(K. R. Timmins, Ext. 7104)

Frankfurt: INTERNATIONAL FUR FAIR – April, 1971
Dates should be amended to read:
April 24-28. 1971.

Sydney: INTERNATIONAL TRADE FAIR – August 13-22, 1971
This entry should be amended to read:
Joint venture with the London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext 7093)

ADDITIONS – 1971

Long Beach, California: MOTOR CYCLE AND ACCESSORY TRADE SHOW – January 6-11, 1971
A possible joint venture with the Cycle and Motor Cycle Association Limited. Firms interested should contact the Association.
(C. J. Mather, Ext. 265)

Sydney: CONTROL ELECTRONICS TELECOMMUNICATIONS INSTRUMENTS AND AUTOMATION EXHIBITION (CETIA) – February 15-19, 1971
Joint venture with the London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext. 7093)

Sydney: INTERNATIONAL GIFT TRADE FAIR – February 1971
Joint venture with appropriate trade associations.
(Mrs. I .M. Janzen, Ext. 7093)

Houston: 16TH ANNUAL INTERNATIONAL GAS TURBINE CONFERENCE AND PRODUCTS SHOW – March 28-April 1, 1971
A possible joint venture with the British Electrical and Allied Manufacturers Association. Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 7204)

Tokyo: ITERNATIONAL TRADE FAIR – April 16-May 5. 1971
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

Tokyo: INTERNATIONAL STAMP EXHIBITION – April 20-30, 1971
Joint venture with the Philatelic Traders Society Ltd.
(Mrs. I. M. Janzen, Ext. 7093)

Melbourne: 9TH INTERNATIONAL CONFERENCE ON MEDICAL AND BIOLOGICAL ENGINEERING – August 23-27, 1971
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

Düsseldorf: 6TH INTERNATIONAL FAIR FOR THE PLASTICS INDUSTRY (KUNSTSTOFFE) – September 16-23, 1971
Joint venture with the British Plastics Federation.
(Miss H. McKinlay, Ext. 7203)

Santa Cruz (Bolivia): AGRICULTURAL ANIMAL INDUSTRIAL AND COMMERCIAL EXHIBITION – September 1971
A possible official information stand manned by representatives of the British Embassy La Paz.
(Miss F. King, Ext. 7092)

Tokyo: AEROSPACE SHOW – October 29-November 3, 1971
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

Osaka: JAPAN ELECTRONICS SHOW – October 1971
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

Tokyo: INTERNATIONAL GOOD LIVING SHOW – October 1971
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

Tokyo: FLUID POWER INTERNATIONAL EXHIBITION – October 1971
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

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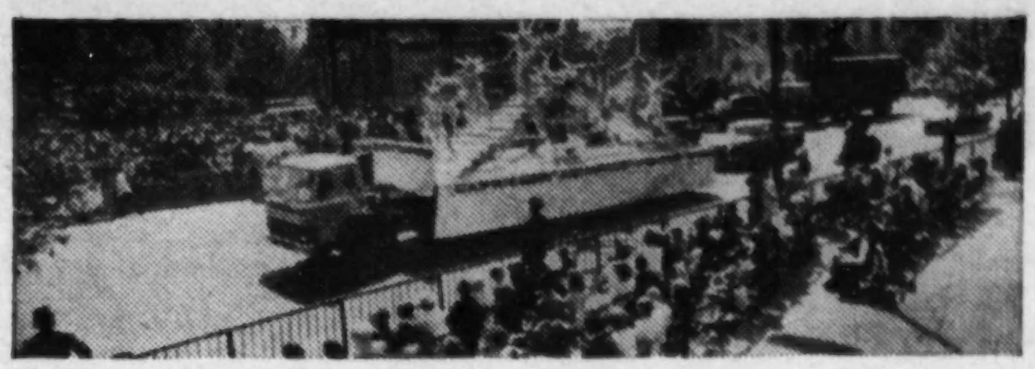
(c) BRITISH WEEKS AND STORE PROMOTIONS

ADDITIONS – 1970

Japan, Osaka: HANSHIN DEPARTMENT STORE COMPANY LTD. – October 1-13, 1970
This British promotion will feature most classes of general merchandise.
(Mrs. I. M. Janzen, Ext. 7093)

Japan, Kyushu: IZUTSUYA DEPARTMENT STORE LTD. – October 2-7, 1970
This British promotion will feature men's and women's clothing, fabrics, accessories, household goods, furniture, toys, food, liquor and objets d'art. The London Buying House is J. Raymond Wilson & Co. Ltd., 4-7 Chiswell Street, London, E.C.1 (Tel. 01-639 9231).
(Mrs. I. M. Janzen, Ext. 7093)

Japan, Fukuoka: IWATAYA DEPARTMENT STORE – October 13-18, 1970
This British promotion will feature men's, women's and children's wear, accessories, fancy goods, heaters, confectionery and whisky.
(Mrs. I. M. Janzen, Ext. 7093)



The Third Festival of London Stores, jointly sponsored by the 'Evening Standard' and 'Evening News', was launched with a spectacular parade through London's West End on Monday, May 25. The Lord Mayor of Westminster, Councillor B. Fitzgerald-Moore, was the guest of honour at a festival lunch held at the Inn on the Park Hotel before the parade began.

Spokane, Washington: THE CRESCENT (SPOKANE DRYGOODS CO.) – October 26-November 7, 1970
This Import Fair with a British element entitled 'Festival International' will feature men's and women's wear, sporting goods, toys, giftware, jewellery, handbags, leather goods, shoes, objets d'art, linens, cutlery children's outerwear, knitwear and general goods. The London Buying House is O. Zeigler Ltd., 27 Albemarle Street, London, W.1 (Tel. 01-629 1362).
(C. J. Mather, Ext. 265)

Amendments and Additions to Classified TRADE FAIRS AND EXHIBITIONS — SECTIONS II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade, Trade Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4, will be pleased to answer general inquiries. The telephone number of the Board of Trade is 01-248 5757, extensions:—

Eastern Europe including Eastern Germany, North Africa, Middle East	7246
Bonn, Cologne, Dortmund, Düsseldorf, Essen and Hamburg	225
Other towns in West Germany	7180
France, Denmark, Iceland and Norway	7205
Finland and Sweden	7207
South and Central America, Switzerland, Netherlands, Belgium, Luxembourg, Italy, Spain, Portugal Austria, Irish Republic, Greece, Turkey, Cyprus, Malta and Africa	505
Australia, New Zealand, Asia	7099
United States; Mid West and West Coast only	265
Other towns in the United States, Canada, Caribbean	7094
United Kingdom	7109

Information can also be provided about other events, which owing to space limitation are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

Amendments – 1970

PLZEN: 5TH EXHIBITION OF FOOD AND EQUIPMENT FOR FOOD CATERING AND TOURISM
The dates should be amended to read June 26-July 12.

KLAGENFURT: AUSTRIAN TIMBER FAIR – August
Apply C E S Overseas Ltd.
This entry should be amended to read:

KLAGENFURT: AUSTRIAN TIMBER FAIR – August 6-16
Apply, Austrian Trade Representative in Great Britain, 1 Hyde Park Gate, London, SW7 (Tel. 01-584 6938).

WELS: NATIONAL AGRICULTURAL EXHIBITION – August/September
Dates should be amended to read August 28-September 6.

BERLIN: INTERNATIONAL CONGRESS AND EXHIBITION OF COIN-OPERATED AMUSEMENT MACHINES – September 7-10
The dates and address to apply to should be amended to read October 6-8. Internationale Muenzautomaten Ausstellungs-Gesellschaft MBH 668 Neunkirchen/Saar, Untere Bliesstrasse 1-5.

GHENT: INTERNATIONAL FAIR OF FLANDERS – September
Dates should be amended to read September 12-27.

VIENNA: LADIES' FASHION SHOW – October 18-21
Dates should be amended to read October 11-14.

GENEVA: IDEAL HOME EXHIBITION – October-November
Dates should be amended to read October 28-November 8.

Additions – 1970

BUDAPEST: INTERNATIONAL SANITARY ENGINEERING AND BUILDING FITTING SHOW AND FAIR – October 15-25
Apply, The Organizing Committee, The Institute for Technical Scientific Information of the Ministry of Metallurgy and Machine Industry, Guszeru, 25. Budapest V.

BUDAPEST: INTERNATIONAL EXHIBITION AND CONFERENCE ON TRANSPORTATION MAPS – December 3-11
Apply, MEM-National Office of Lands and Mapping, Department of Cartography, Kossuth Lajoster 11, Budapest V.

Delete – 1971

LENINGRAD: FOUNDRY EQUIPMENT (FOR MASS PRODUCTION) – August

Amendments – 1971

UTRECHT: HEATING, REFRIGERATION AND AIR CONDITIONING EXHIBITION – February 16-20
Apply, Royal Netherlands Industries Fair. Address to apply to should be amended to read Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

FRANKFURT: INTERNATIONAL FUR FAIR – April
Dates should be amended to read April 24-28.

BERLIN: INTERNATIONAL RADIO AND TELEVISION EXHIBITION – August
Dates should be amended to read August 27-September 5.

TURIN: INTERNATIONAL TECHNICAL EXHIBITION (AUTUMNO TORINESE) – September-October
Dates should be amended to read September 25-October 10.

Additions – 1971

BRNO: INTERNATIONAL FAIR OF CONSUMER GOODS – April 21-28
Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

PRAGUE: INTERNATIONAL EXHIBITION 'AUTOPROGRESS' – August 2-11
Apply, Rapid Advertising Agency, Prague 1, Ulice 28, Rijna 13.

DÜSSELDORF: SIXTH INTERNATIONAL FAIR FOR THE PLASTICS INDUSTRY (KUNSTSTOFFE) – September 16-23
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

BERLIN: INTERNATIONAL CONGRESS AND EXHIBITION OF COIN-OPERATED AMUSEMENT MACHINES – October
Apply, Internationale Muenzautomaten Ausstellungs-Gesellschaft MBH, 668 Neunkirchen/Saar, Untere Bliesstrasse 1-5.

Additions – 1972

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – February

Apply, Offenbach Messe GmbH, 605 Offenbach am Main, 1 Kaiserstrasse 108-112.

FRANKFURT: INTERNATIONAL FUR FAIR – April
Apply, Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt-am-Main, Bettinaplatz 1.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Amendments – 1970

NEW YORK: TOTAL HOME SHOWCASE
The dates should be amended to read September 29-October 7.

Additions – 1970

SAIGON: AGRICULTURAL INDUSTRIAL TRADE FAIR – October 3-24
Apply, Industrial Development Centre, Saigon, Vietnam.

LUANDA: INTERNATIONAL TRADE FAIR – October 5-20
Apply, Industrial Association of Angola, Caixa Postal 999, Luanda, Angola.

NEW YORK: NATIONAL STATIONERY AND OFFICE EQUIPMENT CONVENTION – October 26-November 1
Apply, Charles Mortensen, National Office Products Association, 740 Investment Building, Washington DC 20005.

ATLANTIC CITY: LEATHER AND ALLIED INDUSTRIES EXPOSITION – October 27-30
Apply, Tanners Council of America Inc., 411 Fifth Avenue, New York, NY 10016.

NEW YORK: NATIONAL HOTEL AND MOTEL EXPOSITION – November 9-12
Apply, Charles E. Quain, New York State Hotel and Motel Association Inc., 141 West 51 Street, New York 10019.

Delete – 1971

TEHRAN: INTERNATIONAL TRADE FAIR – October 10-23

Additions – 1971

HOUSTON: INTERNATIONAL BOAT, SPORT AND TRAVEL SHOW – January-February
Apply, Boating Trade Association of Houston, Houston, Texas.

VICTORIA (AUSTRALIA): THE LOCAL GOVERNMENT ENGINEERS ASSOCIATION FIELD DAYS – February
Apply, The Local Government Engineers Association of Victoria, Field Day Committee, 1397 Centre Road, Clayton, Victoria 3168.

JOHANNESBURG: RAND EASTER SHOW – March/April
Apply, The Secretary, Witwatersrand Agricultural Society, PO Box 4344, Johannesburg.

WASHINGTON: AMERICAN ASSOCIATION FOR HEALTH, PHYSICAL EDUCATION AND RECREATION (AAHPER) NATIONAL MEETING – April 2-6
Apply, Dr. Carl Traester Jnr., Executive Secretary, 1201, 16th Street NW, Washington, DC 20036.

TULSA: INTERNATIONAL PETROLEUM EXPOSITION – May 15-23
Apply, Martin C. Dwyer Inc., Wrigley Building, 400 North Michigan, Chicago, Illinois 60611.

JOHANNESBURG: PLASTICS 71 – June 21-26
Apply, Industrial Exhibition Organisers (Pty) Ltd., PO Box 15517, Siemend, Johannesburg.

JOHANNESBURG: CONSTRUCTION MACHINERY EXHIBITION – July-August
Apply, Building Trades Exhibition South Africa (Pty) Ltd., PO Box 7870, Johannesburg.

JOHANNESBURG: AIREX 71 – August 2-7
Apply, Industrial Exhibition Organisers (Pty) Ltd., PO Box 15517, Siemend, Johannesburg.

JOHANNESBURG: EDUCATION AND CAREERS – August 16-21
Apply, Industrial Exhibition Organisers (Pty) Ltd., PO Box 15517, Siemend, Johannesburg.

JOHANNESBURG: GREAT OUTDOORS – September 6-11
Apply, Industrial Exhibition Organisers (Pty) Ltd., PO Box 15517, Siemend, Johannesburg.

JOHANNESBURG: INSTRUMENT AND AUTOMATION EXHIBITION – September 30-October 5
Apply, Industrial Exhibition Organisers (Pty) Ltd., PO Box 15517, Siemend, Johannesburg.

JOHANNESBURG: CHEMEX '71 – September 30-October 5
Apply, Industrial Exhibition Organisers (Pty) Ltd., PO Box 15517, Siemend, Johannesburg.

JOHANNESBURG: MINES '71 – September 30-October 5
Apply, Industrial Exhibition Organisers (Pty) Ltd., PO Box 15517, Siemend, Johannesburg.

TOKYO: FLUID POWER INTERNATIONAL EXHIBITION – September-October
Apply, Secretariat Office, International Hydraulic and Pneumatic Machine Fair, The Nichon Kogyo Shimbun 3, 1 Chome, Ohtemachi, Chiyoda-Ku, Tokyo, Japan.

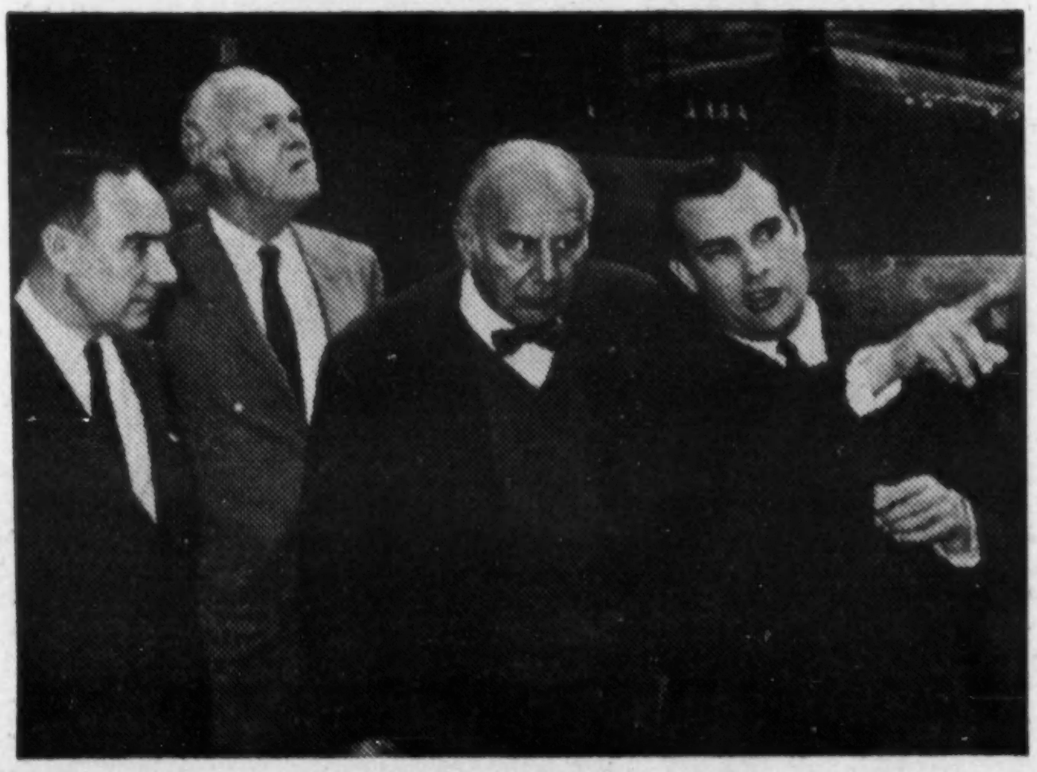
JOHANNESBURG: RAND DAILY MAIL IDEAL HOMES – October 2-17
Apply, Industrial Exhibition Organisers (Pty) Ltd., PO Box 15517, Siemend, Johannesburg.

TOKYO: AEROSPACE SHOW – October 29-November 3
Apply, Tokyo Aerospace Show Office, c/o Asahi Shimbun, Chiyoda-Ku, Tokyo.

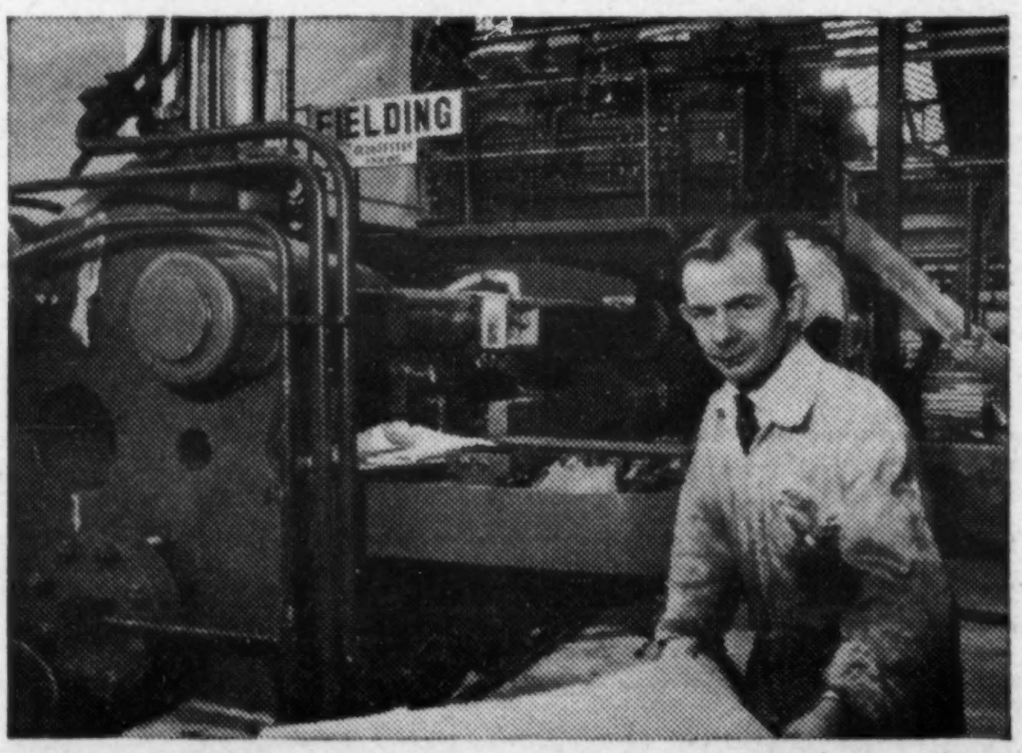
JOHANNESBURG: POWER '71 – November 10-20
Apply, Industrial Exhibition Organisers (Pty) Ltd., PO Box 15517, Siemend, Johannesburg.

Additions – 1972

OSAKA: CONSUMER GOODS FAIR – April
Apply, Osaka International Trade Fair Commission, Honmachibashi, Higashi-Ku, Osaka, Japan.



Some of a party of visitors from Bechtel International Ltd., one of the largest consultancies in the United States in the power generation field, pictured in the Wolverhampton factory of John Thompson. The visitors, who are in this country on the invitation of The Nuclear Power Group Ltd., of which John Thompson is a founder member, are shown around the Pipework and Ordnance Division by Mr. A. V. Perry (production director) and Mr. D. Rock (marketing director).



Commissioning is now almost complete on the first of two aluminium extrusion press plants which form part of a £2 million investment in the Extrusion Department at the Finspong Works of Svenska Metallverken, Sweden. The presses are being supplied by Fielding & Platt Limited, the Gloucester member of the Redman Heenan International Group. In this picture Mr. A. Russell who is responsible for the complete installation and commissioning of the plant is seen with the 1600 ton press nearly erected.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Anglo-Japanese trade in 1970

INTERIM ARRANGEMENTS for 1970 have been made for the continued expansion of Anglo-Japanese trade while negotiations continue with a view to agreeing a programme for eliminating remaining trade restrictions in both directions.

The Japanese Government has liberalized the import of wool cloth and increased opportunities will be available in 1970 for our exports of various foodstuffs and manufactured items still subject to global quota in Japan. Details are being communicated to the trades concerned.

Quotas have been increased by up to 20 per cent for the export to the United Kingdom of goods still subject to voluntary export control by Japan, and, in accordance with arrangements agreed in principle in the negotiations at the end of 1968, nets and netting, certain narrow fabrics, and knitted or crocheted fabrics and apparel of man-made fibres have been removed from the list of goods subject to control.

Notes:

Arrangements made at the time of signature of the Anglo-Japanese Commercial Treaty, in 1962, provided for voluntary controls by the Japanese Government of the exports of certain 'sensitive' items to the United Kingdom. These controls have been progressively relaxed and now apply to certain textiles and domestic pottery. Except in the case of cotton textiles the restrictions are of a discriminatory nature in that there are no comparable restrictions on imports into the United Kingdom from any other countries except those in the Eastern Bloc. Japanese import controls, on the other hand, are non-discriminatory as they apply to imports from all sources.

Our exports of wool cloth, now liberalized, totalled £8.1 million in 1969, and increased access to the Japanese market has been granted for various goods of interest to United Kingdom exporters notably chocolate and sugar confectionery, biscuits, whisky, leather, footwear and sporting ammunition.

Discussions between the British and Japanese Governments with the object of reaching a long-term agreement for the removal of the remaining restrictions on mutual trade began in June, 1969. These discussions are continuing. Provided a suitable response is received from the Japanese Government, the British Government expects to end the remaining restrictions on non-cotton textiles and pottery over the next three to four years. Future policy towards imports of cotton textiles from Japan will need to take account of the decision announced in Mr. Anthony Crosland's statement in the House of Commons on July 22, 1969. Negotiations with an objective as important as the present one cannot be easy or quick. Meanwhile the concessions agreed by both sides for 1970 are being implemented now as a contribution to the continued expansion of trade.

The following figures show the increase in Anglo-Japanese trade since 1961:

	1961 £m	1962 £m	1963 £m	1964 £m	1965 £m	1966 £m	1967 £m	1968 £m	1969 £m
United Kingdom imports from Japan	39·9	54·0	54·1	74·6	78·1	77·2	91·2	115·1	104·5
United Kingdom exports to Japan (including re-exports)	44·0	46·0	52·7	60·4	52·9	68·6	87·4	98·4	128·6

In 1969 United Kingdom exports to Japan rose by 30.7 per cent compared with 1968, while imports fell by 9.3 per cent. The year's visible trade balance was in our favour for the first time since 1961.

Japanese imports have been increasing at an average annual rate of about 12 per cent over the last few years and the market continues to offer great prospects for high-quality merchandise, sophisticated equipment and advanced technology.

Italy and the USSR

FOLLOWING THE LONG-TERM Trade Agreement signed in Moscow on January 15, 1970, between Italy and the USSR covering the period January 1, 1970 to December 31, 1974, the Italian *Informazioni per il Commercio Estero* published details of the formalities regulating trade between the two countries for 1970 as set out in an exchange of letters dated February 12, 1970.

Italian exports to the USSR will include fruits, wines, yarns, fabrics, iron and steel, machine tools, various types of machinery, steel containers, electrical products, vehicles and spare parts, rolling stock and fertilizers.

Soviet exports to Italy will include electrical products, machinery and equipment, crude oil and fuel oil, chemical products, iron and steel, natural graphite, paper and paperboard and brandy.

A list of goods not subject to quantitative restrictions which can be imported from the USSR into Italy for the year 1970 is also included.

Inquiries from British exporters should be addressed to Tariff Section, Export Data Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466-467).

Italy and Indonesia

IN A CIRCULAR dated March 25, the Italian Minister of Foreign Trade announced that, following the decision of December 8, 1969, by the Council of the European Communities authorizing the extension, the Trade Agreement signed between Italy and Indonesia on May 23, 1951, has been tacitly renewed for a further year from April 1, 1970 to March 31, 1971.

Inquiries from British exporters should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467).

Austria and Hungary

A PROTOCOL governing trade between Austria and Hungary during 1970 was signed in Vienna on February 13.

According to the Hungarian press the import quotas for both countries have been considerably increased. Austrian exports to Hungary will include chemicals, plant protection agents, synthetics, paper articles, yarn, textiles, and other industrial consumer goods. Hungary will export to Austria agricultural and food industry products, chemicals, basic materials for the pharmaceutical industry, incandescent lamps, textiles, and other industrial consumer goods and engineering industry products.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

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Opportunities for exporters—calls for tender

BoT JOURNAL SUMMARIES OF EXPORT OPPORTUNITIES ETC. TO END FROM TODAY

Readers are reminded that the Board of Trade's *Export Service Bulletin* was discontinued from June 1.

In consequence, the weekly summary of *Bulletin* items carried in this section of the *Journal* under the headings: 'Opportunities for exporters – calls for tender, agency inquiries, market reports, etc.' will also be discontinued from today.

Thereafter the *Journal* will only publish extracts fro m the quarterly economic reports which have previously been published in the *Bulletin*, together with an occasional limited selection of summaries of individual export opportunities.

***Journal* readers who have hitherto relied on the weekly summary for information about export opportunities, etc., should note that this range of information can now be obtained by joining the new Export Intelligence Service which came into operation on June 2. The new service will provide each exporter with overseas commercial information tailored to his individual needs in terms of the goods or services he exports, the markets on which he seeks information and the types of information he wants.**

Exporters who have not yet joined the new Computerized Service should contact The Director, Export Intelligence, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7049). The initial cost is £25. For this sum subscribers receive up to 500 notices on the countries and types of intelligence for which they have registered. The computer will bill them for a further £25 either on the anniversary of their joining, or as soon as they have received 500 cards, whichever comes first.

Subscribers will also receive free quarterly and economic trading reports on more than 100 countries.

Although information about tariff changes in overseas countries will now be included in the new Computerized Service (on a selective basis covering only the subscriber's specified requirements), this material will continue to be published in the *Board of Trade Journal*. As regards the occasional very long tariff lists covering several pages of the *Journal*, however, consideration is being given to the possibility of publishing only a brief note in the *Journal* with an indication of the appropriate section of the Board where fuller details can be obtained. This would be for the convenience of the limited number of readers who might require the complete list.

ALGERIA
Bulletin 100/70
MINISTRY OF AGRICULTURE:
*13s. (In French.) Plastic Sheeting. (Further Information.) E.S.B. 58001/70/J.

ANGOLA
Bulletin 97/70
HIGHWAYS BOARD:
Bridge Construction Supplies. June 17. E.S.B. 58154/70/J.

AUSTRALIA
Bulletin 98/70
HIGHWAYS DEPARTMENT:
*Construction of Bridge. (Further Information.) E.S.B. 57507/70/J.

BRAZIL
Bulletin 98/70
STATE UNIVERSITY OF CAMPINAS:
*9s. (In Portuguese.) Project (Construction of Hospital). (Further Information.) E.S.B. 57695/70/J.

BURMA
Bulletin 97/70
UNION OF BURMA RAILWAY BOARD:
*Roller Bearings, Lower Swing Bolster. June 16. E.S.B. 58086/70/J.
Bulletin 99/70
*Railway Wagon Components. June 16. E.S.B. 58372/70/J.
MINERAL DEVELOPMENT CORPORATION:
*3s. Drill Bits. June 15. E.S.B. 58371/70/J.
Bulletin 100/70
STATE TIMBER BOARD:
*3s. Saws, Cutters, Grinders. June 26. E.S.B. 58363/70/J.
*5s. Enamelled Winding Wires, Varnish, Insulating Compounds, Solder. June 26. E.S.B. 58362/70/J.
*4s. Electric Motors. June 26. E.S.B. 58364/70/J.
MYANMA EXPORT-IMPORT CORPORATION:
*3s. Copper Conductors and Foils. June 25. E.S.B. 58369/70/J.
*3s. Gauge Glasses and Washers for Locomotives. June 25. E.S.B. 58373/70/J.
PEOPLE'S ELECTRO-MECHANICAL SERVICES:
*4s. Turn Short Tester. June 21. E.S.B. 58368/70/J.
MYANMA OIL CORPORATION:
*3s. Asbestos Suit. June 16. E.S.B. 58370/70/J.

CANADA
Bulletin 97/70
MANITOBA HYDRO:
*Radio Control System. (Further Information.) E.S.B 58008/70/J.

CEYLON
Bulletin 98/70
DEPARTMENT OF HEALTH:
Pharmaceuticals. July 14. E.S.B. 58255/70/J.
*Medical Supplies. July 7. E.S.B. 58254/70/J.
DEPARTMENT OF AGRICULTURE:
Pumps. June 15. E.S.B. 58256/70/J.
STATE ENGINEERING CORPORATION:
*4s. Compressed Air Hose. June 15. E.S.B. 58038/70/J.

COSTA RICA
Bulletin 99/70
JUNTA ADMINISTRATIVA DEL SERVICIO ELECTRICO MUNICIPAL DE HEREDIA:
*1s. Transformers. June 20. E.S.B. 58317/70/J.
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*1s. (Press notice in Spanish.) Lathe. June 18. E.S.B. 58311/70/J.
*2s. (Press notice in Spanish.) Passenger Buses. July 30 E.S.B. 58312/70/J.
*91s. (In Spanish.) Generators. (Further Information.) E.S.B. 58090/70/J.
Bulletin 100/70
JUNTA ADMINISTRATIVA PORTUARIA Y DE DESARROLO:
*1s. (In Spanish.) Metallic Wharf Repair Material. June 15. E.S.B. 58320/70/J.

GHANA
Bulletin 100/70
GHANA INDUSTRIAL HOLDING CORPORATION:
Glass Bottle Manufacturing Plant Extension and Conversion. June 20. E.S.B. 58401/70/J.

GREECE
Bulletin 97/70
MINISTRY OF COMMERCE:
*12s. Centrifuges; Water Baths. June 17. E.S.B. 58159/70/J.
*4s. Physics Laboratory Equipment. June 26. E.S.B. 58163/70/J.
*7s. Mobile Post Offices. June 29. E.S.B. 58164/70/J.
*15s. Road Sweeping Equipment and Vehicles. June 26. E.S.B. 58165/70/J.
*3s. Vee-Belts. June 26. E.S.B. 58365/70/J.
AIR FORCES COMMAND:
*2s. Radio Equipment. September 8. E.S.B. 58136/70/J.

MINISTRY OF TRADE:
*16s. Machinery. June 22. E.S.B. 58167/70/J.
*6s. Chemistry Laboratory Equipment. June 26. E.S.B. 58160/70/J.
*12s. Photographic Material. June 26. E.S.B. 58158/70/J.
PUBLIC POWER CORPORATION:
*27s. Network Analyzer. June 22. E.S.B. 58201/70/J.
Light Fixtures. June 17. E.S.B. 58202/70/J.
Morpholine. June 18. E.S.B. 58203/70/J.
Chronometers; Voltmeters. June 16. E.S.B. 58204/70/J.
*31s. Crane. (Further Information.) E.S.B. 57864/70/J.
Bulletin 98/70
MINISTRY OF TRADE:
*5s. Radar Sets. June 29. E.S.B. 58179/70/J.
MINISTRY OF COMMERCE:
*4s. Paper Cutters. July 1. E.S.B. 58244/70/J.
Bulletin 99/70
*6s. Automatic Direction Finders. June 26. E.S.B. 58243/70/J.
Bulletin 100/70
*8s. Vehicles. June 29. E.S.B. 58242/70/J.

GUYANA
Bulletin 99/70
MINISTRY OF EDUCATION:
Construction of Schools. July 4. (Pre-qualification.) E.S.B. 58140/70/J.

INDIA
Bulletin 97/70
BHABHA ATOMIC RESEARCH CENTRE:
Wire Rods. June 17. E.S.B. 58184/70/J.
Microfilm Planetary Camera. June 15. E.S.B. 58139/70/J.
HOWRAH IMPROVEMENT TRUST:
Pumping Sets and Ancillary Works, Construction of Civil Works. June 26. E.S.B. 58253/70/J.
BEAS PURCHASE ORGANIZATION:
*4s. High Speed Steel. August 13. E.S.B. 58161/70/J.
Bulletin 98/70
GOVERNMENT OF MAHARASHTRA IRRIGATION AND POWER DEPARTMENT:
Construction of Dam. August 17. E.S.B. 58182/70/J.
Bulletin 99/70
BHABHA ATOMIC RESEARCH CENTRE:
Hydraulic Press. June 25. E.S.B. 58322/70/J.
Conveyor Unit. June 25. E.S.B. 58323/70/J.
Fork Lift. June 26. E.S.B. 58324/70/J.
Rotary Electric Hammer. June 24. E.S.B. 58325/70/J.
Bulletin 100/70
INTEGRAL COACH FACTORY:
Roller Bearings. June 17. E.S.B. 56861/70/J.
DIRECTOR OF STORES AND PURCHASES:
Elevator and Casing Hanger. July 4. E.S.B. 58378/70/J.
DIRECTOR-GENERAL, POSTS AND TELEGRAPHS:
*2s. Telephone Exchange Spare Parts. June 15. E.S.B. 58428/70/J.
DIRECTOR, RAILWAY ELECTRIFICATION RAILWAY BOARD:
Copper Wire Bars. July 4. E.S.B. 58426/70/J.

INDONESIA
Bulletin 98/70
DIRECTORATE-GENERAL OF HIGHWAYS:
*3s. Highway Project. (Further Information.) E.S.B. 57675/70/J.

IRAN
Bulletin 97/70
IRANIAN STATE RAILWAYS:
*15s. Steam Boilers. July 25. E.S.B. 58133/70/J.

IRAQ
Bulletin 97/70
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*82s. Water Supply Scheme. (Further Information.) E.S.B. 56671/70/J.
IRAQI PORTS ADMINISTRATION:
Radar Equipment. July 22. E.S.B. 58129/70/J.
MINISTRY OF DEFENCE:
*5s. Medical Supplies. June 21. E.S.B. 58149/70/J.
KUT KNITTING COMPANY:
*2s. Bleaching and Dyeing Chemicals. June 15. E.S.B. 57807/70/J.

Brief details are given of some Calls for Tender reported in recent issues of the **Export Service Bulletin.** *Copies of the Bulletin, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or posta order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcements is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extns. 404, 7003 and 406 (Deposit Accounts), Telex:* 886143, *Answer Back* ***BOTHILLGATE LDN. Telegram: EXSERBRA*).**

IRISH REPUBLIC
Bulletin 100/70
CORPORATION OF DROGHEDA:
Construction of Filtration Works. August 28. E.S.B. 58346/70/J.
Water Filtration Plant. July 31. E.S.B. 58345/70/J.

JORDAN
Bulletin 100/70
MUNICIPALITY OF AMMAN:
*1s. (Specification only.) Vehicles. June 14. E.S.B. 58305/70/J.

KOREA
Bulletin 97/70
KOREAN AGRICULTURAL DEVELOPMENT CORPORATION:
Construction of Irrigation and Drainage System. Closing date not known. (Advance Information.) E.S.B. 58206/70/J.

KUWAIT
Bulletin 97/70
MINISTRY OF EDUCATION:
*5s. Sports Equipment. June 21. E.S.B. 58156/70/J.
*5s. Kitchen Utensils. June 16. E.S.B. 58157/70/J.

LIBYA
Bulletin 99/70
CENTRAL TENDER BOARD:
Telephone Cables. June 17. E.S.B. 58303/70/J.

MALAYSIA
Bulletin 100/70
DEPARTMENT OF BROADCASTING, ANGKASAPURI:
*37s. Generating Plant. August 4. E.S.B. 58381/70/J.

MALTA
Bulletin 97/70
TREASURY:
*Kindergarten Materials. June 18. E.S.B. 58208/70/J.
Chalk. (Further Information.) E.S.B. 58084/70/J.
Communications Training Equipment. (Further Information.) E.S.B. 58085/70/J.

MOROCCO
Bulletin 100/70
MOROCCAN STATE RAILWAYS:
*1s. (Tender notice in French.) Railway Wagon Components. June 15. E.S.B. 58335/70/J.

MOZAMBIQUE
Bulletin 99/70
PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:
Workshop Equipment. June 26. E.S.B. 58270/70/J.
DIRECCAO DOS SERVICOS DES PORTOS:
Aircraft Spare Parts. June 30. E.S.B. 58297/70/J.
PORTS, RAILWAYS AND TRANSPORTS DEPARTMENT:
Workshop Equipment. June 16. E.S.B. 58258/70/J.
Workshop and Electrical Equipment. June 18. E.S.B. 58259/70/J.
Vehicle Spares. July 2. E.S.B. 58264/70/J.
Tyres. June 15. E.S.B. 58257/70/J.
Bulletin 100/70
Engine Spare Parts. July 7. E.S.B. 58265/70/J.

NETHERLANDS
Bulletin 97/70
DIRECTORATE OF WATERWAYS:
Construction of Road Surface. June 16. E.S.B. 58198/70/J and 58199/70/J.
Construction of Road. June 17. E.S.B. 58200/70/J.

NEW ZEALAND
Bulletin 98/70
POST OFFICE HEADQUARTERS:
*8s. Capacitors. June 23. E.S.B. 58282/70/J.
NEW ZEALAND FOREST SERVICE:
*3s. Rigging Screws and Wire Rope, Thimbles. June 19. E.S.B. 58281/70/J.
Bulletin 100/70
GOVERNMENT PRINTING OFFICE:
*2s. Paper. June 18. E.S.B. 58448/70/J.

NIGERIA
Bulletin 100/70
CORPORATIONS STANDARD TENDERS BOARD:
Construction of Water System. June 15. E.S.B. 58406/70/J.

PAKISTAN
Bulletin 100/70
DEPARTMENT OF INVESTMENT PROMOTION SUPPLIES:
*5s. Laboratory Equipment. June 9. E.S.B. 58329/70/J.
*8s. Air Conditioners. June 8. E.S.B. 58330/70/J.
PAKISTAN WESTERN RAILWAY:
*4s. Ball Bearing Crankshaft. June 9. E.S.B. 58407/70/J.

SINGAPORE, REPUBLIC OF
Bulletin 97/70
DIRECTORATE OF CIVIL AVIATION:
*7s. Variable Message Repeater. July 1. E.S.B. 58110/70/J.
Bulletin 98/70
PUBLIC UTILITIES BOARD:
*35s. Steel Pipe. (Further Information.) E.S.B. 57872/70/J.

SOUTH AFRICA, REPUBLIC OF
Bulletin 98/70
MUNICIPALITY OF HEIDELBERG:
Generating Set (Diesel), Cooling Tank. June 20. E.S.B. 58288/70/J.
Bulletin 100/70
PROVINCIAL ADMINISTRATION OF THE CAPE OF GOOD HOPE:
*9s. School Scientific Apparatus. (Further Information.) E.S.B. 58108/70/J.

SUDAN
Bulletin 100/70
DEPARTMENT OF POSTS AND TELEGRAPHS:
*6s. Solder (Plumbers'). June 30. E.S.B. 58411/70/J.
MINISTRY OF WORKS:
*6s. Wire. June 17. E.S.B. 58410/70/J.

SYRIAN ARAB REPUBLIC
Bulletin 98/70
NORTHERN ZONE ELECTRICITY DIRECTORATE:
Cable Reels Trucks. June 27. E.S.B. 58220/70/J.
DIRECTORATE-GENERAL OF RADIO AND TELEVISION ORGANIZATION:
Projectors. June 25. E.S.B. 58219/70/J.
Bulletin 99/70
GENERAL ORGANIZATION FOR EXECUTING INDUSTRIAL PROJECTS:
Nylon Sack Manufacturing Machines. Closing date not stated. E.S.B. 58291/70/J.

TAIWAN
Bulletin 98/70
CENTRAL TRUST OF CHINA:
*5s. Pharmaceuticals. June 24. E.S.B. 58223/70/J.
*13s. Fuse Units. June 16. E.S.B. 58226/70/J.
*4s. Concrete Testing Apparatus, Bulk Weighing Balance. June 18. E.S.B. 58079/70/J.
*2s. Vacuum Cleaner. June 19. E.S.B. 58080/70/J.
*8s. Loading Pump. June 16. E.S.B. 58227/70/J.
*4s. Sulphur. June 15. E.S.B. 58250/70/J.
*3s. Strainers. June 18. E.S.B. 58222/70/J.
*3s. Truck Chassis. June 19. E.S.B. 58082/70/J.
*1s. Deformation Tester. June 22. E.S.B. 58248/70/J.
*2s. Oscilloscope. June 15. E.S.B. 58232/70/J.
*2s. Plastic Abrasion Tester. June 22. E.S.B. 58247/70/J.
Bulletin 99/70
*3s. Van Trucks. July 13. E.S.B. 58076/70/J.
*3s. Steel Plate. July 8. E.S.B. 58233/70/J.
*4s. Elbows. July 8. E.S.B. 58237/70/J.
*5s. Jeeps (Four-Wheel Drive). July 8. E.S.B. 58238/70/J.
*4s. Valves. July 9. E.S.B. 58241/70/J.
*10s. Link Construction Tools. July 13. E.S.B. 58278/70/J.
*4s. Alloy Steel Tubes. July 9. E.S.B. 58279/70/J.
*6s. Generating Set, HF Receiver. July 8. E.S.B. 58236/70/J.
*1s. Oil Filter Press. June 18. E.S.B. 58285/70/J.
*10s. Hydraulic Excavator, Power Shovel, Tractor Shovel. June 26. E.S.B. 58078/70/J.
*3s. Centrifugal Oil Purifier. June 22. E.S.B. 58246/70/J.
*8s. Line Construction Tools. July 9. E.S.B. 58240/70/J.
*12s. Electric Meters. July 8. E.S.B. 58239/70/J.
*3s. Pulse Height Analyzer. June 22. E.S.B. 58077/70/J.
*8s. Tractor and Truck Chassis. June 26. E.S.B. 58337/70/J.
*2s. Current Telemetering Equipment. June 15. E.S.B. 58343/70/J.
Bulletin 100/70
*4s. Transducers and Frequency Meter. June 22. E.S.B. 58245/70/J.
*5s. Valves, Flanges and Gaskets. July 8. E.S.B. 58234/70/J.
*3s. Graphite Electrode. July 13. E.S.B. 58336/70/J.
*4s. Monoethanolamine. July 9. E.S.B. 58252/70/J.
*3s. Truck Chassis and Cab. June 19. E.S.B. 58081/70/J.
*3s. Truck Chassis. June 18. E.S.B. 58229/70/J.
*6s. Telephone Equipment. July 13. E.S.B. 58251/70/J.

TURKEY
Bulletin 97/70
TURKISH CEMENT INDUSTRY:
*42s. Switchgear Equipment. June 22. E.S.B. 57970/70/J.

UNITED ARAB REPUBLIC (EGYPT)
Bulletin 97/70
EGYPTIAN RAILWAYS:
*18s. Ratchet Brace. (Further Information.) E.S.B. 57630/70/J.

UNITED STATES OF AMERICA
Bulletin 99/70
PORTLAND DISTRICT CORPS OF ENGINEERS:
*95s. Turbine Equipment and Spare Parts. July 1. E.S.B. 58224/70/J.

URUGUAY
Bulletin 100/70
UTE STATE ELECTRICITY AND TELEPHONES BOARD:
*25s. (In Spanish.) Electronic Valves. 1st call, June 16; 2nd call, June 23. E.S.B. 58290/70/J.

YUGOSLAVIA
Bulletin 98/70
BELGRADE ENTERPRISE CHROMOS:
*2s. (Press notice.) Copper Plate Printing Equipment. July 30. E.S.B. 58170/70/J.
GEOFIZIKA, ZAGREB:
*1s. (Press notice.) Seismic Digital Ground Apparatus. July 30. E.S.B. 58172/70/J.
TEKSTILNA TOVARNA NOVOTEKS:
*1s. (Press notice.) Textile Machinery. July 30. E.S.B. 58173/70/J.
TEKIG INVEST:
*2s. (Press notice photo-copy.) Textile Machinery. August 7. E.S.B. 58175/70/J.
DALMA-KOTEKS EXPORT-IMPORT:
*1s. (Press notice.) Data Processing Machine. August 7. E.S.B. 58176/70/J.
Bulletin 99/70
INVEST IMPORT:
*1s. Sugar Factory Equipment. July 30. E.S.B. 58171/70/J.
Bulletin 100/70
AGROINDUSTRIJA, NOVI SAD:
*6s. Construction of Maize Mill. (Further Information.) E.S.B. 56854/70/J.

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All inquiries should be addressed to the Editor, **Export Services Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

ARGENTINA

Bulletin 98/70
Manufacture under licence/source of supply – steel tubes. plant and equipment. E.S.B. 12787/70/J.

AUSTRIA

Bulletin 97/70
Agency inquiry for heaters. E.S.B. 11047/70/J.

Bulletin 99/70
Agency inquiry for cotton yarns. E.S.B. 13596/70/J.

AUSTRALIA

Bulletin 97/70
Inquiry for ship's windows and propellors; stainless steel shafting. E.S.B. 13497/70/J.
Agency inquiry for upholstery fabrics. E.S.B. 1625/70/J.
Agency inquiry for hand tools. E.S.B. 13980/70/J.

AUSTRALIA, WAIVER OF BRITISH PREFERENCE

Bulletin 97/70
Inquiry for ethylene-vinyl acetate copolymer emulsion. E.S.B. M/38/70/J.
Inquiry for jointing machines and accessories. E.S.B. M/37/70/J.
Inquiry for tape recording heads. E.S.B. M/39/70/J.

Bulletin 98/70
2s. Inquiry for Tellerettes. E.S.B. M/35/70/J.
Inquiry for rescorcinol. E.S.B. M/40/70/J.
Inquiry for steel ball making machine. E.S.B. P/1/70/J.
Inquiry for dichlorobenzidine base. E.S.B. M/41/70/J.

Bulletin 100/70
Inquiry for capsule filling machine. E.S.B. S/64/70/J.

BAHAMAS

Bulletin 97/70
Agency inquiry for building materials; mosquito netting. E.S.B. 10772/70/J.

Bulletin 100/70
Inquiry for crepe paper. E.S.B. 14311/70/J.

BAHRAIN

Bulletin 97/70
Inquiry for filler wires. E.S.B. 13863/70/J.

BARBADOS

Bulletin 97/70
Inquiry for rayon yarn. E.S.B. 8509/70/J.

Bulletin 98/70
Agency inquiry for bath towels; cotton piece-goods; curtain nets; fabrics; mattresses; pillow cases; pipe fittings; shoes. E.S.B. 13414/70/J.

Bulletin 100/70
Inquiry for onion bags. E.S.B. 14254/70/J.

BELGIUM

Bulletin 100/70
Inquiry for manganese oxide. E.S.B. 14091/70/J.

BRAZIL

Bulletin 97/70
Inquiry for steel bars; pipes; sheets and wire. E.S.B. 12842/70/J.

BURMA

Bulletin 97/70
Inquiry for boilers; laundry equipment. E.S.B. 13615/70/J.

CANADA

Bulletin 97/70
Agency inquiry for fabrics; interlinings; shirtings; webbing. E.S.B. 13828/70/J.
Agency inquiry for fabrics. E.S.B. 13472/70/J.
Agency inquiry for clothing. E.S.B. 13671/70/J.

Bulletin 98/70
Agency inquiry for recording blanks. E.S.B. 13508/70/J.
Inquiry for beauty products; hairdressing equipment; hosiery; novelties; toys; wigs and hairpieces. E.S.B. 15486/69/J.
Inquiry for biscuits; confectionery; cosmetics and toiletries; cotton wool; drug store items; hosiery. E.S.B. 13325/70/J.
Manufacture under licence – electrical work; food confectionery and drink processing machinery; hydraulic assembly; machine tools; materials handling equipment; mining and earth moving equipmeat; paper finishing and pulp cutting and baling machinery; plastic and rubber forming machinery; shaft and piston work; timber working and handling machinery; water and air pollution control systems. E.S.B. 11609/70/J.

Bulletin 100/70
Inquiry for double knit polyester fabrics. E.S.B. 14252/70/J.
Inquiry for woollen and worsted fabrics. E.S.B. 14110/70/J.
Inquiry for leather belts; sueded and leather clothing; panti-hose; scarves. E.S.B. 13786/70/J.

CANARY ISLANDS

Bulletin 97/70
Inquiry for fasteners; interlings; linings; trimmings. E.S.B. 13248/70/J.
Agency inquiry for babies' requisites. E.S.B. 13354/70/J.

Bulletin 98/70
Inquiry for hotel carpeting and wall paper. E.S.B. 12075/70/J.

CHILE

Bulletin 97/70
7s. Agency inquiry for passenger lifts; sewage treatment systems. E.S.B. 13890/70/J.

CUBA

Bulletin 97/70
Inquiry for micro-film equipment and materials; printing machinery. E.S.B. 30619/69/J.
Inquiry for liquid petroleum gas plant and equipment. E.S.B. 13683/70/J.

Bulletin 99/70
Inquiry for distillers; pumps; refining equipment; silver polishing materials. E.S.B. 13322/70/J.

CZECHOSLOVAKIA

Bulletin 98/70
Inquiry for food processing equipment. E.S.B. 12958/70/J.

DENMARK

Bulletin 97/70
Inquiry for bolts. E.S.B. 13914/70/J.
Agency inquiry for carpeting; furnishing fabrics. E.S.B. 13249/70/J.
Inquiry for rubber tubing. E.S.B. 13994/70/J.
Inquiry for aerosol caps. E.S.B. 48686/69/J.

Bulletin 100/70
Inquiry for envelopes. E.S.B. 14029/70/J.
Agency inquiry for gift advertising articles; self-adhesive labels. E.S.B. 13581/70/J.
Agency inquiry for electro-medical equipment; monitoring systems; X-ray equipment. E.S.B. 13930/70/J.

DUBAI

Bulletin 97/70
Inquiry for plastic pipe manufacturing machinery. E.S.B. 4070/70/J.

Bulletin 98/70
Inquiry for wire. E.S.B. 13895/70/J.

FIJI

Bulletin 97/70
Inquiry for electric light bulbs; fluorescent tubes and fittings. E.S.B. 13529/70/J.

Bulletin 99/70
2s. Inquiry for angles; flats; steel reinforcing bar. E.S.B. 14209/70/J.

FINLAND

Bulletin 98/70
Agency inquiry for fabrics; leather. E.S.B. 13271/70/J.

Bulletin 100/70
Agency inquiry for fabrics. E.S.B. 13809/70/J.

FRANCE

Bulletin 97/70
Agency inquiry for boilers; generators. E.S.B. 12904/70/J.
Inquiry for abattoir equipment. E.S.B. 13519/70/J.
Agency inquiry for building materials and equipment. E.S.B. 13405/70/J.

Bulletin 98/70
Inquiry for kitchen and household articles; tin. E.S.B. 13101/70/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 97/70
Inquiry for boilers; ceramic products; radiators; sanitaryware; sanitary and heating fittings. E.S.B. 13629/70/J.
Inquiry for fur coats and jackets; pelts. E.S.B. 12992/70/J.
Inquiry for electric cable making machinery. E.S.B. 13446/70/J.
Agency inquiry for printing accessories. E.S.B. 13772/70/J.
Inquiry for furnace. E.S.B. 13878/70/J.
Inquiry for mantlings. E.S.B. 13981/70/J.
Agency inquiry for textile piece-goods. E.S.B. 13827/70/J.
Agency inquiry for biscuits; canned food; soft drinks; spirits. E.S.B. 13951/70/J.
Agency inquiry for laboratory equipment. E.S.B. 13522/70/J.
Agency inquiry for printing machines. E.S.B. 13739/70/J.
Agency inquiry for brass and hollow pressings. E.S.B. 13734/70/J.
Agency legislation. E.S.B. 1209/G/J.

Bulletin 98/70
Inquiry for steel rods and bars. E.S.B. 11747/70/J.

GERMANY

Bulletin 98/70
Inquiry for foods. E.S.B. 13933/70/J.
Inquiry for cotton sailcloth. E.S.B. 3433/70/J.
Inquiry for nappa upholstered hides. E.S.B. 14037/70/J.

GERMANY/JAPAN/SOUTH KOREA

Bulletin 98/70
Inquiry for rolling mill and foundry equipment. E.S.B. 8313/70/J.

GERMANY

Bulletin 99/70
Agency inquiry for fabrics. E.S.B. 13824/70/J.
Inquiry for cosmetics and varnish; raw materials; wallpaper and varnish application equipment. E.S.B. 12943/70/J.

Bulletin 100/70
1s. Inquiry for fuel booster pumps; thermoflex coils. E.S.B. 12439/70/J.
Agency inquiry for clothing accessories. E.S.B. 14134/70/J
Agency inquiry for electro-medical and medical equipment. E.S.B. 14062/70/J.
Inquiry for field seeds. E.S.B. 5499/70/J.
Inquiry for fabrics; yarns. E.S.B. 14138/70/J.
Inquiry for leathers. E.S.B. 13948/70/J.
Agency inquiry for fabrics. E.S.B. 13949/70/J.
Agency inquiry for furniture. E.S.B. 14090/70/J.

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GREECE

Bulletin 98/70

Agency inquiry for hotel and catering machinery and equipment; kitchen accessories and utensils; refrigeration machinery and equipment. E.S.B. 12868/70/J.

Agency inquiry for domestic electrical appliances. E.S.B. 13554/70/J.

Inquiry for blind rivets; cooker timing devices; electric cooker elements; enamelling products; fibreglass wool; glass; motor reducers; oil-burners; carburettors; thermostats; tin-plate; transfers; television components. E.S.B. 13554/70/J.

Inquiry for steel wire; fabrics. E.S.B. 13649/70/J.

Bulletin 99/70

Agency inquiry for electrodes; welding machines. E.S.B. 14009/70/J.

Agency inquiry for abrasive cloth and paper; paint and varnish brushes. E.S.B. 9631/70/J.

Bulletin 100/70

Agency inquiry for office machinery. E.S.B. 13982/70/J.

GRENADA

Bulletin 99/70

Agency inquiry for beds and mattresses; building materials and hardware; fabrics; floor coverings; furniture; kitchen cabinets and cupboards; pipes; saddles and saddlery; self-adhesive coverings (decorative); sports equipment; sports wear; window shades and blinds; yacht equipment and supplies. E.S.B. 6763/70/J.

HONDURAS, REPUBLIC OF

Bulletin 99/70

Inquiry for steel. E.S.B. 13366/70/J.

HONG KONG

Bulletin 97/70

Inquiry for margarine. E.S.B. 13449/70/J.

ICELAND

Bulletin 97/70

Inquiry for PVC profiles. E.S.B. 13798/70/J.

Bulletin 100/70

Agency inquiry for cotton stockinette bags; jams and marmalades. E.S.B. 13675/70/J.

INDIA

Bulletin 97/70

Inquiry for laminating machine; waxing machine. E.S.B. 13654/70/J.

Bulletin 98/70

Inquiry for lamp manufacturing plant and equipment. E.S.B. 14032/70/J.

Inquiry for chemicals; pharmaceuticals. E.S.B. 14051/70/J.

Inquiry for industrial chemicals. E.S.B. 41467/69/J.

Inquiry for equipment for a chlor-alkali plant. E.S.B. 13660/70/J.

Agency inquiry for chemicals; metal. E.S.B. 592/70/J.

Bulletin 99/70

Inquiry for harrow discs. E.S.B. 4367/70/J.

1s. Inquiry for steel bars. E.S.B. 8123/70/J.

Bulletin 100/70

1s. Inquiry for weight pressure tester. E.S.B. 14033/70/J.

3s. Inquiry for steel. E.S.B. 17863/69/J.

Agency inquiry for testing equipment. E.S.B. 14017/70/J.

INDONESIA

Bulletin 98/70

Inquiry for agricultural hand tools. E.S.B. 12579/70/J.

Agency inquiry for boilers; saw mills. E.S.B. 13246/70/J.

IRAQ

Bulletin 98/70

Inquiry for enamelling plant and equipment. E.S.B. 13903/70/J.

ISRAEL

Bulletin 97/70

Agency inquiry for cargo handling equipment. E.S.B. 13015/70/J.

ITALY

Bulletin 97/70

Inquiry for radioisotope diagnostic equipment. E.S.B. 12911/70/J.

Inquiry for tubing. E.S.B. 50444/69/J.

Inquiry for woodworking machinery. E.S.B. 12058/70/J.

Inquiry for aluminium foil. E.S.B. 11677/70/J.

Inquiry for air purification plant; control instruments; deionization and water purification equipment; vacuum pumps. E.S.B. 8457/70/J.

Agency inquiry for rubber sieves and screens. E.S.B. 6542/70/J.

Bulletin 98/70

Inquiry for coercivity meters. E.S.B. 3824/70/J.

Inquiry for cardboard processing machinery; paper processing machinery. E.S.B. 14135/70/J.

Inquiry for chemicals. E.S.B. 14088/70/J.

Bulletin 99/70

Inquiry for paraffin wax. E.S.B. 14206/70/J.

Agency inquiry for step ladders. E.S.B. 14137/70/J.

Bulletin 100/70

Agency inquiry for coin counting machines; paper collating machines. E.S.B. 13673/70/J.

Inquiry for meter components. E.S.B. 14115/70/J.

JAMAICA

Bulletin 99/70

Agency inquiry for blankets; china; crystal; jewellery; pillow cases; sheets; silverware. E.S.B. 13969/70/J.

JAPAN

Bulletin 97/70

Agency inquiry for twist drills. E.S.B. 13711/70/J.

JORDAN

Bulletin 97/70

Agency inquiry for thread; yarns. E.S.B. 13528/70/J.

Bulletin 98/70

Inquiry for disinfectants; feed concentrates and additives; plastic crates; poultry farm equipment. E.S.B. 12431/70/J.

KUWAIT

Bulletin 97/70

Agency inquiry for cosmetics; footwear; jewellery; perfumery products; textile fabrics; textile piece-goods. E.S.B. 13870/70/J.

Agency inquiry for confectionery; food; switch controls. E.S.B. 13929/70/J.

Bulletin 98/70

Inquiry for military uniforms and accessories; military boots. E.S.B. 37445/69/J.

Bulletin 100/70

Agency inquiry for aluminium strips; builders hardware; squares; coloured glass; curtain material; flower vases; oil paintings; wallpaper. E.S.B. 12674/70/J.

LEBANON

Bulletin 100/70

Agency inquiry for poultry feed additives and veterinary products. E.S.B. 13869/70/J.

MADEIRA

Bulletin 99/70

Agency inquiry for aluminium ceiling tiles and sheets. E.S.B. 10730/70/J.

MALAYSIA

Bulletin 97/70

Inquiry for cornflour; fibre boards; leather boards; potatoes; sulphur rolls. E.S.B. 13684/70/J.

Inquiry for air traffic control equipment and teleprinter. paper rolls. E.S.B. 13229/70/J.

Agency inquiry for vanilla essence. E.S.B. 13658/70/J.

Bulletin 98/70

Inquiry for cooking instruments; fruit powders; instant foodstuffs; parachutes. E.S.B. 13655/70/J.

Inquiry for glass tumblers; stainless steel kitchen utensils; tableware. E.S.B. 13628/70/J.

Bulletin 99/70

Agency inquiry for beachwear; gift sets; leather belts; knitwear; ties. E.S.B. 13644/70/J.

Bulletin 100/70

Agency inquiry for anhydrous lanolin; garden fountains; glassware; light fittings; underwater lighting. E.S.B. 13653/70/J.

MALTA

Bulletin 97/70

Inquiry for hot air guns; measuring instruments; paper slitting machines; power supplies. E.S.B. 12984/70/J.

Agency inquiry for chemicals. E.S.B. 6618/70/J.

Bulletin 100/70

Inquiry for filing cabinets. E.S.B. 5574/70/J.

MAURITIUS

Bulletin 97/70

Inquiry for air freshener raw materials; plastic containers; presses; wrapping machines. E.S.B. 13904/70/J.

NETHERLANDS

Bulletin 97/70

Agency inquiry for anglers rods. E.S.B. 11298/70/J.

Bulletin 98/70

Agency inquiry for cryogenic equipment; ceramic feed throughs; co-axial feed throughs; sputtering tetminals. E.S.B. 12790/70/J.

Bulletin 99/70

Agency inquiry for caravans; mobile homes. E.S.B. 36593/69/J.

Agency inquiry for oil-fibre rotating air compressors. E.S.B. 2103/70/J.

Agency inquiry for mechanical handling equipment. E.S.B. 13584/70/J.

Agency inquiry for carbon rods; welding electrodes; welding equipment. E.S.B. 14056/70/J.

NEW ZEALAND

Bulletin 97/70

Agency inquiry for batching plant; boiler plant; concrete mixers; crushers; dairy equipment; meat freezing works plant; textile machinery; wool scouring plant. E.S.B. 12952/70/J.

NIGERIA

Bulletin 97/70

Inquiry for nails factory; napkin factory; sanitary paper factory; spinning and weaving mill; tubes; tyres. E.S.B. 7021/70/J.

Bulletin 98/70

Inquiry for steam insulation materials. E.S.B. 12492/70/J.

NORWAY

Bulletin 97/70

Agency inquiry for vacuum cleaners. E.S.B. 13787/70/J.

Bulletin 98/70

Agency inquiry for drills. E.S.B. 12672/70/J.

Bulletin 100/70

Inquiry for jointing mastics. E.S.B. 4889/70/J.

Inquiry for women's hosiery. E.S.B. 13954/70/J.

Inquiry for retaining rings; rolling chains; screws. E.S.B. 8016/70/J.

PAKISTAN

Bulletin 97/70

*1s. Agency inquiry for laboratory glassware manufacturing machinery. E.S.B. 13540/70/J.

Bulletin 98/70

Agency inquiry for non-ferrous metals. E.S.B. 4156/70/J.

Bulletin 100/70

Agency inquiry for natural gas plant and equipment; paper bags; stoppers; vials. E.S.B. 13714/70/J.

PARAGUAY

Bulletin 97/70

Investment forum in Paraguay. E.S.B. 1209/G/J.

PHILIPPINES, REPUBLIC OF

Bulletin 98/70

Inquiry for grindstones; grinding wheels; mechanical handling equipment; welding electrodes. E.S.B. 13789/70/J.

QATAR

Bulletin 99/70

Inquiry for carpets; furniture. E.S.B. 38233/69/J.

Bulletin 100/70

Inquiry for carpets; furniture; electrical appliances. E.S.B. 3195/70/J.

RUMANIA

Bulletin 97/70

Inquiry for pharmaceuticals; platinum sieves plant; P.V.C. manufacturing plant; syringe and needle manufacturing equipment; teeth manufacturing equipment. E.S.B. 13646/70/J.

(Continued on next page)

Robert Hough

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OPPORTUNITIES FOR EXPORTERS, *continued*

RWANDA

Bulletin 98/70
Inquiry for amplifier; intercom units; radio receivers; record player accessories and equipment. E.S.B. 13636/70/J.

SINGAPORE, REPUBLIC OF

Bulletin 97/70
Agency inquiry for electric light fittings; floor and wall covering. E.S.B. 13084/70/J.
Agency inquiry for anchors; fire-fighting equipment; ship's steering gear; silicon rectifiers. E.S.B. 13310/70/J.

Bulletin 99/70
Agency inquiry for saw milling equipment; timber-drying kilns; wood-working machinery. E.S.B. 14007/70/J.
Agency inquiry for chemicals; insecticides and pesticides; pine oil; sewing threads. E.S.B. 13713/70/J.

Bulletin 100/70
Inquiry for weaving looms; button making machine; rayon yarn. E.S.B. 14291/70/J.

SOUTH AFRICA

Bulletin 99/70
Inquiry for power take-off shafts. E.S.B. 42372/69/J.

Bulletin 100/70
2s. Inquiry for steel. E.S.B. 14123/70/J.

SPAIN

Bulletin 98/70
Inquiry for jet mixers. E.S.B. 13825/70/J.

SWEDEN

Bulletin 97/70
Inquiry for plastics raw materials. E.S.B. 13887/70/J.

Bulletin 98/70
Inquiry for packaging material manufacturing machine. E.S.B. 13888/70/J.

SWITZERLAND

Bulletin 97/70
Inquiry for electronic testing and measuring instruments. E.S.B. 5556/70/J.
Agency inquiry for fabrics. E.S.B. 47779/69/J.
Inquiry for fabrics; household linen; men's women's and children's clothing. E.S.B. 12659/70/J.

Bulletin 98/70
Market Reports – Do-it-yourself equipment. E.S.B. 13285/70/J.
Inquiry for furniture kits. E.S.B. 12200/70/J.
Agency inquiry for electronic components. E.S.B. 13450/70/J. 13450/70/J.

Bulletin 99/70
Inquiry for computer peripheral equipment. E.S.B. 14181/70/J.

Bulletin 100/70
Inquiry for refrigeration equipment. E.S.B. 13925/70/J.
Inquiry for 'Mod' trousers and pullovers; suits; ties. E.S.B. 8972/70/J.
Inquiry for air compressor units. E.S.B. 10014/70/J.

Mr. P. G. Strickland, chairman, Caldbeck Macgregor and Co. Ltd., Hong Kong, outlines plans for developing sales in the Far East of Johnnie Walker, claimed to be the world's largest selling brand of Scotch whisky. Mr. Strickland was speaking to the company's overseas distributors at a one-day conference at the Europa Hotel, London, on May 27.

Inquiry for computer peripheral equipment. E.S.B. 14143/70/J.
Inquiry for fabrics; household linen. E.S.B. 6467/70/J.
Inquiry for paper products. E.S.B. 9652/70/J.

SYRIAN ARAB REPUBLIC

Bulletin 97/70
Inquiry for copper rods. E.S.B. 5757/70J.

TANZANIA

Bulletin 99/70
Inquiry for rubber sheet and rubber strips. E.S.B. 10888/70/J.

THAILAND

Bulletin 98/70
Inquiry for steel. E.S.B. 11240/70/J.

TUNISIA

Bulletin 97/70
Agency inquiry for cutlery; yams. E.S.B. 13403/70/J.

Bulletin 98/70
Inquiry for heating; air-conditioning and refrigerating equipment; ironing machines; kitchen equipment accessories; lighting equipment; restaurant and bar equipment; washing machines; water softeners. E.S.B. 6688/70/J.

Bulletin 99/70
Inquiry for cranes; gas bottle manufacturing machinery; pipe manufacturing machinery; steel; steel fabrication machinery. E.S.B. 13431/70/J.

Bulletin 100/70
Inquiry for cutlery; kitchen equipment. E.S.B. 10667/70/J.

UNITED STATES OF AMERICA

Bulletin 97/70
Inquiry for clothing; gifts; handicrafts; home furnishings; housewares; jewellery; novelties; toys. E.S.B. 13386/70/J.
Inquiry for gear boxes. E.S.B. 12974/70/J.
Inquiry for blades. E.S.B. 13612/70/J.
Market Report – pleasure craft and marine accessories in the South Eastern States. E.S.B. 11752/70/J.
Inquiry for steel castings. E.S.B. 13623/70/J.

Bulletin 98/70
Inquiry for artists materials and supplies; office and stationery supplies; school supplies. E.S.B. 13871/70/J.
Agency inquiry for men's knitted sweaters; shirts. E.S.B. 13652/70/J.

Bulletin 99/70
Inquiry for pharmaceutical plant and equipment. E.S.B. 13631/70/J.

Bulletin 100/70
Inquiry for steel rolling mill equipment. E.S.B. 14171/70/J.
Inquiry for steel. E.S.B. 14093/70/J.
Inquiry for men's shearing coats; cotton parkas; smooth leather coats and jackets. E.S.B. 14034/70/J.
Inquiry for aluminium paste and pigment for paint. E.S.B. 14125/70/J.
Inquiry for metal working machinery and accessories. E.S.B. 14158/70/J.

VENEZEULA

Bulletin 100/70
Inquiry for delicatessen food products; liqueurs. E.S.B. 14121/70/J.

VISITS

Bulletin 100/70
Visits by British overseas commercial representatives. E.S.B. 28949/69/J.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 – Telex EconPlan 55472 – message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1. (01-928 2371 – Telex 915444).

SOUTHERN: Mr. P. I. Ede, Market Place House, Reading, RG1 2EH (0734 581261 – Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 – Telex 49327).

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in April 22 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officer of the Board of Trade (see page 1360 of May 13 issue) or the Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

OUTWARD MISSIONS

Selling mission to California

IN SUPPORT of the 'Californian Trade Drive' the Birmingham Chamber of Commerce and Industry is sponsoring a selling mission to California in October. Representatives of 20 member firms will be participating, representing a broad cross-section of Midlands industry, ranging from consumer goods to capital equipment.

One member will be selling multi-volume sets of facsimile reprints of historical and geographical works presently housed in Birmingham Library. Other products include specialized electronic equipment for aerospace and defence applications, fire-fighting equipment, optical-lens machinery, weighing machines and hand-tools.

Leader of the mission will be Mr. Eric Turner, chairman of BSA Ltd., who was elected to office as Chamber president as recently as May 18. Mr. Turner is a regular business visitor to the United States, but on this trip he is also to meet prominent international exhibitors in the States to acquaint them with details of Britain's new National Exhibition Centre. Mr. Turner was named as a member of the board of the company set up recently to build the £11 million Centre near Birmingham by 1974.

Following a week's concentrated selling operation in the Los Angeles area, members of the mission will proceed independently to other centres in California and elsewhere in the United States.

Food men in follow-up mission

TWENTY-FOUR leading companies are represented on a follow-up mission to British Week Tokyo in a drive to sell more food and drink products in the Japanese markets. This mission, sponsored by BNEC Asia, is in Japan for 10 days. It is being led by Mr. Norman Wood, director of Associated British Foods Ltd.

Since 1966 food sales from Britain to Japan have increased by 400 per cent, and whisky and other hard liquor sales by 218 per cent. Britain now has a 60 per cent share of Japan's imports of hard liquor.

The Sheffield Export Club is targeting California in 1970, and a group of businessmen left recently on a hard-selling mission which will take them to California, the Mid-West and Canada. Our illustration shows the party leaving London on the BOAC flight to Los Angeles. The mission's organizing secretary is Mr. Robert Mulvey, of Pneumatic Components Ltd., Sheffield. The mission, sponsored by the Sheffield Export Club, is being assisted financially by the BNEC.

Warehousing and delivery service in US

MR. J. HUGH NEILL, chairman and managing director of James Neill and Co. (Sheffield) Ltd., left recently for the United States on the crest of a sales wave of 35 per cent increase since the beginning of the year. He will visit agents of the company and attend the official opening of British Distribution Services Ltd., a new company formed recently to provide warehousing and efficient delivery of their 'Eclipse' range of products to American distributors.

Although the company has been operating for only a few months, consideration is already being given to extending the available warehouse space.

The new company, a wholly owned subsidiary of James Neill & Co. (USA) Ltd., will also provide services for other United Kingdom companies engaged in the distribution of associated products throughout America.

During a recent three-day visit to the United Kingdom, a delegation of the FASE (Association of Electronic Technicians) from South Jutland, Denmark, toured the Kenwood factory of Thorn Electrical Industries Ltd. at Havant and the Thorn showrooms in Upper St. Martin's Lane. Shown here in the Thorn kitchen advisory centre, the party were guided by Mr. W. Bergman of Thorn Domestic Appliances (Export) Ltd. Leader of the party was Mr. Jes Eegholm, who is a member of the SAG Board (Kenwood Distributors, Denmark).

Attending exhibition in Milan

MR. J. R. BANNON, managing director, accompanied by Mr. Anthony Lonsdale, technical director, Static Devices Ltd., Banbury, leave on June 11 for Milan, where they will attend the United States Department of Commerce Transducer Exhibition.

South African visit

MR. E. D. DETTMER, marketing director, and Mr. M. H. Osmond, manager, fluid power division, Hawker Siddeley Dynamics, left recently for a nine-day visit to South Africa to finalize a new agreement between Hawker Siddeley Dynamics and the Inpower Company of Johannesburg, a subsidiary of the Anglo-American Corporation. The new agreement will rationalize marketing and sales agreements that have existed between the two companies for the past five years.

Mr. Dettmer will be investigating, at first hand, potential markets in South Africa for all Hawker Siddeley Dynamics' industrial products.

Research team visit North America

MR. COLIN MACLEOD, managing director, The Caledonian Mining Co. Ltd., Carlton-on-Trent, Newark, Notts., has flown to Pittsburg as head of a team of three experts concerned in the development and promotion of Calco Foam, a new spray material. He was accompanied by Mr. L. H. W. Cave, sales director, and Mr. J. Harvey, chief scientist. They will be visiting mines in America and Canada in addition to the South-west Research Institute at San Antonio, Texas, who, together with the Caledonian Mining Company, were responsible for the technological breakthrough known as Calco Foam, which is described as an ideal material for a whole complex of industries including mining, shipping, electrical and oil.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Drilling rigs for Yugoslavia

Five Gryphon 5 Mk. II drilling rigs have been ordered by Kreka Mine, Yugoslavia, from Hydraulic Drilling Equipment Ltd., Horley, Surrey. Delivery of the first machine is expected in August 1970.

Main drive crown wheels for Malaysia

Two main drive crown wheels, weighing nearly 23 tons and part of a main drive gear costing £20,000, were shipped to Malaysia recently by the manufacturers, Richards Structural Steel Co. Ltd., Leicester. The gears, ordered by Berjuntai Tin Dredging Berhad of Malaysia, are to be used in the main drive of a bucket chain assembly in an alluvial tin mining dredge vessel.

US orders for special-purpose machines

Mr. Harold Hayward, director of Cirrus Equipment Ltd., Redditch, recently returned from the United States with orders for special-purpose machines totalling $125,000. Two of the machines, sold to a major United States aero-engine blade manufacturer, will be used for encapsulating turbine blades in bismuth alloy.

A repeat order has also been received from the largest United States manufacturer of domestic water fittings for a tube filling machine.

Increased orders for structural steelwork

The British Constructional Steelwork Association report that its members booked orders for structural steelwork during 1969 of about 65,000 tons, an increase of 30 per cent over 1968. This is the third year running that export orders have increased substantially and the tonnage for 1969 was in fact up by over 250 per cent on that for 1966.

£1 million contract from Japan

Woodall-Duckham Ltd., Crawley, Sussex, have been awarded a contract worth over £1 million by Fuji Fiber Glass for the complete design, supply of know-how and equipment for a continuous filament glass fibre plant to be built at Mooka, Japan. The plant is stage one of a three-stage expansion programme by Fuji and a quick 'light up' is an essential part of the Japanese requirements. This calls for close co-operation between Woodall-Duckham and Fuji engineers and a Japanese team is already in the United Kingdom discussing plans.

£6,500 computer floor for Trinidad

J. A. Hewetson & Co. Ltd., the Hull flooring specialists, continue to win new overseas markets for their computer floors. A Hewetson Tate all-steel elevated floor, the panels of which are faced with Tarkett vinyl asbestos, will soon be delivered to the Earth Station at Matura, Trinidad. This floor, which has interchangeable panels easily removed for access to underfloor services, is worth £6,500 and has been ordered by Cable and Wireless Ltd.

Other Hewetson Tate floors will be delivered in the near future to Jamaica and Kuwait.

£70,000 contract from Finland

A £70,000 contract has been won for the instrumentation for United Paper Mills, Jämsänkoski, Finland, by Bailey Meters & Controls Ltd., Croydon, a member of the Babcock & Wilcox group of companies. The Bailey controls are claimed to be the first all-electronic instrumentation for this type of paper mill system in Finland. The contract includes erection and commissioning.

An amphibious, multi-purpose, two-seater hovercraft is to be employed by the Taylor Woodrow Irrigation Group on the £23 million 300 square mile Sadova Corabia irrigation scheme being carried out for the Rumanian Government. The craft, an HA5 Hoverhawk from Hover-Air Ltd., Peterborough, is to travel over difficult terrain, in particular a reclaimed flood plain on the Danube, for surveys, ground water observations and other engineering preliminary duties. Picture shows Mr. V. Popescu, the Rumanian Embassy, Commercial Section, (nearest camera) about to have a trial run with Mr. Norman Morum, a Taylor Woodrow International engineer who will be in charge of the hovercraft in Rumania.

Refractory bricks for Pakistan

Bonnybridge Refractories Ltd. recently won an order worth more than £5,500 for refractory bricks to Pakistan. The contract specified Novo Super 70, a high duty brick of more than 70 per cent alumina which will be used in a cement kiln lining.

Bonnybridge Refractories Ltd. are members of the Scotcros group of companies.

£1·25 million plant for Brazil

Orders for plant for the Brazilian oil industry worth about £1·25 million have been received by Babcock & Wilcox Ltd., London, and by one of its subsidiaries, from Brefcon International Ltd. The orders include boilers (fired by gases produced in the refining process) and heat-exchangers.

One of the boilers is for a new Petrobras refinery at Paulinea, in the State of Sao Paulo, while another is for an extension to the Cubatao refinery. Heat exchangers for a third refinery, the Duque de Caxias, in the State of Guanabara, are to be supplied by Edwin Danks (Oldbury) Ltd. and by Babcock & Wilcox (Operations) Ltd.

Pumps for South Africa, Germany and Holland

William R. Selwood Ltd., of Chandler's Ford, Hants., have received orders for 123 'Spate' induced-flow pumps. Their South African distributors have placed an order for 72 3-in. and five 4-in pumps. The balance of the orders are from Germany, where 40 3-in. pumps have been ordered by distributors in Hamburg, and from Holland, where six 4-in. pumps have been ordered by distributors in Leenwarden.

£18,000 ribbon orders from Australia

P. P. Payne's decorative ribbon division has won a £3,000 order from Australia for its ribbon products. This brings total sales to Australia this year to £18,000.

The orders, placed through the firm's distributor, Shanks Pty. Ltd., of Sydney, comprise resale ribbon lines and bulk quantities for conversion. They also include polypropylene ribbon in wider widths for the florist trade.

Yorkshire firm win £170,000 US contract

A £170,000 contract from the United States has been won by Towler Hydraulics (Thorn Group) of Rodley, Leeds, to power and control what is claimed to be the world's most sophisticated forging installation.

A 4,000-ton forging press is to be installed at a large American steel works. Main power for the press system is provided by 10 Towler Series 'D' 500 hp double-axial piston pumps and the press is to be fitted with dual digital absolute thickness control. Towlers are also to be responsible for power and control of two compound motion manipulators capable of single or linked operation and handling up to 80,000 lb. billets.

£500,000 furnaces for Italy

Six static inverter billet heating furnaces made by GKN Birwelco (Uskside) Ltd. have been ordered by Alfa Sud SA. The furnaces will be initial equipment for the new Alfa Sud forging plant serving the government-sponsored Alfa Romeo car factory near Naples. The value of this order, on which deliveries start later this year, is about £500,000. Alfa Romeo is not Birwelco's only customer in Italy – 24 others in Italy have in the last two years ordered equipment worth over £1 million.

£500,000 Spanish contracts

Two contracts worth over £500,000 have been awarded to Laing Iberica SA, Spanish member company of the Laing Group. The company is to construct an office building in Sevilla for Metalgrafica Sevillana SA. This will consist of 11 storeys of office space and two basement levels for parking. Work has started on site and is scheduled for completion by May 1971.

The second contract involves further development of a luxury private housing estate in Sotogrande for Financiera Sotogrande SA. This nine-month contract covers 1,308,000 cu. yds. of earthmoving and construction of two miles of asphalted roads, together with all the main services.

£50,000 water control contract

The Rapier water control division of Newton Chambers Engineering Ltd. has won its biggest order from Ghana. The Thorncliffe-based division will supply intake gates and trash racks to the Volta River Authority for use on a multi-million pound Akosombo hydro-electric power station expansion scheme.

Worth nearly £50,000, the contract is part of a massive development involving the installation of additional turbines and generators, transformers, switchgear, etc.

The Rapier water control division has also received an £11,000 contract from Zambia – the group's engineering subsidiary will supply trash rack equipment for a new power station on the Victoria Falls.

Swedish company buy technical know-how

A further agreement to buy technical knowledge on the cold press moulding of glass reinforced plastics from Armshire Reinforced Plastics Ltd., Slough, Bucks., has been signed by Trelleborg plast AB, of Ljungby, Sweden, claimed to be the largest rubber moulding company in Scandinavia.

With the addition of the agreement covering Sweden, six countries are now covered by such contracts with the Slough company. Already its expertize has been sold to Norway, Finland, Holland, Japan and Canada.

Malaysian power contract

Boiler control and instrumentation for two 60 Megawatt generating units at Tuanku Ja'afa (formerly Port Dickson), Malaysia, will be provided by Kent Instruments Ltd., Luton, Beds., under a £65,000 contract awarded by Bharat Heavy Electricals Ltd., Tiruchirapalli, India, main contractors to the National Electricity Board of the States of Malay.

Kent Instruments (a member of the George Kent Group) will be responsible for supply, installation, labour and commissioning.

Oil hoses for Middle East

Compoflex Co. Ltd., the TI company of Delph, near Oldham, has won its biggest export order for oil hoses for the Middle East. Compoflex competed for the contract against manufacturers from Germany, Japan, Czechoslovakia and Denmark for the supply of 30,000 ft. of hose to the Iraq Ministry of Oil.

Two thousand lengths of hose in 1½-, 2- and 3-in. bore sizes and in lengths ranging from 6 to 25 ft. will be manufactured with special fittings and couplings and delivered to Iraq within the next 20 weeks. The hoses will be used on Iraqi road and oil tankers to distribute refined petrol and diesel oil.

Sales trip brings £20,000 order

Back recently from a sales trip to New Zealand and Australia with a £20,000 order in his pocket is Mr. Bert Stuart, export sales executive of Z. Brierley Ltd., the Llandudno machine tool makers.

Attending New Zealand's first machine tool exhibition, Mr. Stuart spent a busy time demonstrating the firm's twist drill grinders. Following the exhibition he devoted three weeks to visiting Australia. Industrialists in Sydney, Melbourne, Brisbane and Adelaide had an excellent opportunity to discuss drilling and drill sharpening problems and Mr. Stuart gave over 80 demonstrations. He also initiated training programmes for the 40 representatives of the firm's Australian distributors, Alfred Herbert (Australia) Pty. Ltd. In addition, Mr. Stuart found time to give talks and demonstrations to technical college students.

On the way back he visited Singapore to support the distributor marketing programme, train staff and give lectures and demonstrations to students in Government workshops.

Mr. Stuart followed up closely the visit of the firm's chairman, Mr. Zachry Brierley, earlier in the year and serves to emphasize the importance placed on the Australian market.

£2 million hospital contract

A contract valued at over £2 million has been awarded to Taylor Woodrow of Malta Ltd., in association with Gozo Construction Co. Ltd., for a new general hospital to accommodate 360 patients, at Victoria, Gozo, for the Government of Malta.

Accommodation will include general medical and surgical wards, maternity wards and delivery suites, psychiatric wards, outpatients, accident and emergency departments, operating theatres, X-ray and pathology departments.

Arc furnace for Yugoslavia

Metallurgical Equipment Export Co. (DW) Ltd., acting as agents for Davey United & Wellman, have placed an order with Birlec Ltd., Aldridge, Staffs., for the supply of a 130-ton capacity arc melting furnace which will be installed by the Yugoslavia steelworks of Rudnici i Zelezara at Skopje. It is claimed that this will be one of the highest powered arc furnaces to be erected in Europe at the present time. The total value of the order, including ancillary equipment, is over £350,000.

The Britten Norman BN 2 Islander Light Aircraft was recently in Ceylon during a South Asian demonstration tour. Picture shows (left to right): Captain Peter Hicks, Britten Norman's chief demonstration pilot; Mr. Robin Rackham, Britten Norman's sales executive; Mrs. MacKintosh, wife of the British High Commissioner; HE Mr. A. M. MacKintosh, British High Commissioner; Senator J. P. Obeyesekere and Mr. Peter Mallinson, field engineer, Britten Norman Ltd. Demonstration flights were given to officials of Ceylon's Department of Civil Aviation, the Air Survey Department, Air Ceylon.

BNEC service nets £1.8 million orders

The steady growth in export orders for British components is highlighted in the annual report of BNEC's European Components Service. Firm orders placed in the past four years add up to some £1.8 million, of which £1.4 million has come in the past 12 months. Inquiries worth £20 million have been passed to British potential suppliers.

When the Service was founded by the Export Council for Europe in 1966 it concentrated on the German automotive and aerospace industries; it is now extending its operations of bringing buyer and seller together to Switzerland and Belgium.

Scandinavian orders exceed £1 million

Dexion Ltd., storage and materials handling engineers of Wembley, Middx., have won a £226,000 order from S. Dyrup & Co. AS, paint manufacturers, Denmark. The contract is for the supply, installation and commissioning of storage and handling equipment in a new warehouse near Copenhagen.

This order follows one received in January from Sweden. The total value of both contracts is over £1 million.

Computer systems for Australian universities

Two Australian universities, both in New South Wales, have ordered large British computer systems to be used for student education and to assist with a number of research projects. The University of Newcastle and the University of New England, Armidale, have ordered ICL 1904A computer systems which will be installed early in 1971.

Boiler for power station in Portugal

John Thompson Ltd., the engineering group which recently announced boiler orders worth nearly £6 million, have announced further contracts for boilers and water treatment plant worth approximately £2 million. These orders, received by the design and contracting division, include a large oil-fired boiler for the Carregado Power Station, near Lisbon – the second boiler ordered from John Thompson for this power station.

Lighting control system for Yugoslavia

The first confirmed overseas order for their 'Q-File' studio lighting control system has been announced by Thorn Lighting Ltd., London. The contract, valued at £50,000, is for lighting control equipment to be installed in two TV studios at Radio Televizija Beograd, the Belgrade television organization.

£250,000 dewaxers for Brazil

Seven dewaxers worth just over £250,000 have been ordered from Eimco (Great Britain) Ltd., St. Neots, Hunts., by Brefcon International Ltd. The order is part of a contract worth up to £23 million won by Brefcon on behalf of its British member companies from the Brazilian national petroleum organization, Petroleo Brasileiro SA.

During the past year 83 per cent of the processing equipment manufactured by Eimco at St. Neots has been exported to countries all over the world.

British Landrace pigs for Spain

British Landrace pigs have been bought by the Spanish Government for the first time – three plane loads of pigs will be exported early in June by United Livestock Exports of Great Britain Ltd. The consignment comprises 188 boars and gilts. The pigs were purchased by the Spanish Ministry of Agriculture's livestock buying organization.

In the first five months of 1970, United Livestock have exported 1,180 registered breeding pigs to seven countries.

Mine cars for tin and nickel mines

Robert Hudson (Raletrux) Ltd., Morley, Leeds, a member of the Robert Hudson Group, have received orders worth more than £30,000 for the supply of double-side tipping mine cars for use in Bolivian tin mines and Greek nickel mines.

Work in Seychelles worth £5 million

Costain Civil Engineering Ltd. have been awarded another contract in the Seychelles Islands where the company is already building a new £4 million airport. Involving £1 million worth of dredging and land reclamation, the contract has been awarded by the Crown Agents for Overseas Goveernments and Administrations and represents the first phase of the proposed development of the town and port of Victoria, the capital.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m' Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS OF the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

PROCESSED AGRICULTURAL PRODUCTS

Regulation (CEE) No. 884/70 modifies **Regulation (CEE) No. 1230/69** relating to the application of compensatory amounts for trade in certain processed agricultural products covered by **Regulation (CEE) No. 1059/69** (*Journal Officiel* No. L106 dated May 16, 1970).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 882/70 modifies **Regulation (CEE) No. 886/68** fixing the target price for milk and the intervention prices for butter, powdered skimmed milk and 'Grana Padano' and 'Parmigiano Reggiano' cheese during the 1968/69 Milk Marketing Year (*Journal Officiel* No. L106 dated May 16, 1970).

Regulation (CEE) No. 883/70 modifies **Regulation (CEE) No. 1043/68** relating to the general rules laid down to compensate for the corrective amounts applied to the intervention prices for certain milk products (*Journal Officiel* No. L106 dated May 16, 1970).

Thirteen leading Austrian tool distributors attended a sales and product training course during the latter part of May, jointly held by James Neill and Co. (Sheffield) Ltd., manufacturers of 'Eclipse' tools, and their German agents, Firma Emil Lux. Picture shows from the left: Mr. I. J. Wakley, product training manager, with Herr Artner, Herr Bernardi and Herr Gödl.

Regulation (CEE) No. 892/70 modifies **Regulation (CEE) No. 662/69** relating to the sale by the intervention organizations of butter over a certain age (*Journal Officiel* No. L106 dated May 16, 1970).

Regulation (CEE) No. 902/70 modifies **Regulation (CEE) No. 1104/68** fixing the compensatory amounts applicable to trade in certain milk products (*Journal Officiel* No. L108 dated May 20, 1970).

Regulation (CEE) No. 932/70 modifies **Regulation (CEE) No. 546/70** relating to the sale of butter at a reduced price for exporting in certain fat mixtures (*Journal Officiel* No. L111 dated May 23, 1970).

Regulation (CEE) No. 933/70 modifies **Regulation (CEE) Nos. 1489/69** and **1659/69** relating to the sale of butter from public stock for processing (*Journal Officiel* No. L111 dated May 23, 1970).

Regulation (CEE) No. 934/70 relates to the proof which must be given following applications for premiums for the non-marketing of milk and milk products (*Journal Officiel* No. L111 dated May 23, 1970).

SUGAR

Regulation (CEE) No. 899/70 fixes the margin of tolerance for the quantity losses resulting from retaining sugar for intervention (*Journal Officiel* No. L108 dated May 20, 1970).

FRUIT AND VEGETABLES

Regulation (CEE) No. 924/70 modifies for the eighth time **Regulation (CEE) No. 565/70** relating to the administration of the grading system for the import of table apples (*Journal Officiel* No. L110 dated May 22, 1970).

CEREALS

Regulation (CEE) No. 935/70 completes **Regulation (CEE) No. 376/70** fixing the procedure and the conditions for selling cereals held by the Intervention Organizations (*Journal Officiel* No. L111 dated May 23, 1970).

Regulation (CEE) No. 936/70 authorizes the German and French Intervention Organizations to limit the auction of soft wheat for determined uses (*Journal Officiel* No. L111 dated May 23, 1970).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 937/70 modifies **Regulation (CEE) No. 842/69** in so far as it concerns the selling price of certain products in the cattlemeat sector and waives certain provisions of **Regulation (CEE) No. 216/69** relating to the methods of application concerning the disposal of frozen cattlemeat purchased by the Intervention Organizations (*Journal Officiel* No. L111 dated May 23, 1970).

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2	3	*Basle	2	3
1	6	Berlin		
1	3	Bielefeld	1	3
2	2	Brussels		
2	5	Chiasso for Italy	2	5
1	3	Cologne	2	3
3	4	*Copenhagen	1	4
2	3	Düsseldorf	2	3
2	3	Frankfurt	2	3
2	3	Hagen	2	3
1	4	Hanover	1	4
1	6	Madrid		
2	3	Mannheim	1	4
2	4	Munich	1	4
1	3	Nurnberg	3	3
Daily	3	Paris	1	4
3	5	Prague	2	5
2	4	*Salzburg for Yugoslavia & Greece	2	4
2	3	Stuttgart	2	3
2	18	Teheran via Munich	1	18
2	4	*Vienna	2	6
2	4	Zurich	2	6
1	2	Amsterdam	1	2
2	2	Rotterdam	1	2
1	2	*Gothenburg	1	2
1	3	Lyon	1	3
1	3	*Stockholm		
2	3	Waterford		

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		Düsseldorf	1	4
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FRANCE

Global quotas for petroleum products

THE FRENCH *Journal Officiel* of May 17 announced the opening of quotas for imports from all countries of the petroleum products listed below:

Code No.	Tariff No.	Product
210	27.09 A	Petroleum oils and oils obtained from bituminous minerals, crude
220	27.10 A III ex b 38.19 E	Aviation spirit(†) Mixed alkylenes
222	27.10 A I, AII and Ex A III	Light oils intended to undergo a specific process or be chemically processed, light fractions
223	27.10 C I and C II	Gas oil and domestic fuel oils
225	27.10 C III snd 34.03 A	Lubricants
225 bis	38.14 B I a and Miscellaneous‡	Lubricating additives (dopes) containing petroleum oils or bituminous minerals; petroleum raw materials for their manufacture
227	Ex 27.13 B & 34.04	Mineral waxes
227 bis	Ex 27.13 B	Paraffin residues (slack wax and scale wax)
228	27.14 B	Petroleum coke
DICA (‡)	Miscellaneous(‡)	Miscellaneous petroleum products

(†) As specified in Table B, Index 9 of article 265 of the French Customs Code
(‡) Applications for import licences must show the Tariff numbers of the goods to be imported

Requests for import licences should be addressed to the Direction generale des douanes et droits indirects (Division E), 8 rue de la Tour des Dames, Paris, 8e, where they will be examined as and when they are received.

Importers must include on their licence applications the tariff number and description and the customs statistical code number.

Applications already lodged and on which no decision has been made by May 27 will be considered void.

Inquiries relating to this notice should be addressed to Tariff Section of Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

Import duty on fish

THE FRENCH *Journal Officiel* of May 13 announced that, in accordanc with EEC Regulation No. 852/70, the rate of duty on imports of salted black pollock (gadus virens) Tariff heading ex 03-02 A I f, in immediate containers of 47 kgs or more and containing a maximum of 50 halves of fish, will be reduced to 7 per cent from May 15 to December 31, 1970.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423·408/288) where the French text may be seen.

PORTUGAL

Import under drawback of leather

PORTUGUESE *Diario do Governo*, 1st Series, No. 96 of April 24, 1970, published Order No. 212/70, which authorized the import, under drawback, of leather falling within tariff heading BN 41.05, which is intended for the manufacture of ladies' and gentlemen's shoes.

The percentage refund involved, and all other conditions governing implementation and operation, will be covered, in each case, by ministerial decision.

Importers may, independently of the issue of a ministerial decision, avail themselves of the facility of guaranteeing duty under Article 443-A of the Customs Regulations.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Mr. Noah Woo travelled a total of 9,000 miles from Honolulu, Hawaii, to Scotland recently. He was one of 90 Americans concerned with the wine and spirit trade who flew in from New York and arrived at Gleneagles Hotel, Perthshire, as guests of Wm. Sanderson & Son Ltd., distillers and blenders of VAT 69 whisky. In the party were 15 executives from Munson Shaw, the United States distributors of VAT 69, including Mr. Kai-Nielsen, president, and Mr. Don Underwood, Open States sales manager, together with top salesmen drawn from the wholesale liquor trade from all over the United States. They were welcomed by Mr. Kenneth J. Ross, managing director of Sandersons, and Mr. Denis Wilde, director.

SWITZERLAND

Kennedy Round reductions

FURTHER TO THE *Board of Trade Journal* notice of May 5, 1970, on this subject, it should be noted that its provisions do not apply to Chapter 91 of the Swiss import tariff. The rates of duty for that chapter remain unaltered.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 459/460).

ISRAEL

Tariff amendments

THE BOARD OF TRADE have received details of amendments to a number of items in the Israeli tariff. These include item numbers:

02.01.1011	18.04.9910	59.13.9900
02.01.1028	39.02.1035	60.05
09.01.1591	40.03	60.06
17.02.2010	46.01.	70.20
18.01.1010	46.02	90.24.2030
18.03.1010	58.07	90.24.4500

Excise on Fuel Order, 1958. In Item 2 of the Supplement to this order 1966, in section (b) paragraphs (1) and (3), 60 per cent shall be superseded by 57 per cent.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Fiji, The Gambia and Lebanon have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

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IRAQ

Reorganization of the public industrial sector

THE MINISTER of Industry has announced the replacing of the Iraq State Organization of Industry by six new organizations. These are the Spinning and Weaving Organization; the Chemical and Food Industries Organization; the Clothing, Leather and Cigarettes Organization; the Building Industrial Organization; the Engineering Organization; and the State Organization of Industrial Designs and Construction.

This statement follows the issue on May 11, 1970, of Law No. 90 of 1970, the Law of Public Establishments attached to the Ministry of Industry, which organizes the development of the public industrial sector.

Full details of the Law are not yet available, but all inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 5757, Ext. 3454).

SAUDI ARABIA

Import regulations—saccharin, dolcin and similar substances

THE FOLLOWING is the English text of an announcement which appeared in the Saudi Arabian press on May 4, 1970:

'In view of the studies submitted by the special committee formed by the Ministry of Health on canned foods and beverages, the following has been decided:

1. Saccharin and similar substances used in light beverages for diabetic persons and others who are on diet of poor-calorie foods shall be allowed in the country, providing that this fact is mentioned on the labels in both Arabic and a foreign language specifically stating that they are calorie-free.
2. Saccharin and similar substances shall not be allowed in marmalades and preserved fruits, whether canned or not.
3. Dolcin shall not be allowed for use as an artificial sweetener as in the case of cyclamate which was banned by our resolution No. 3770-1 on 10.11.1389 (January 17, 1970).
4. The Arabic inscriptions may not appear on packages for a period of six months from the date of issuance of this resolution.
5. A six month period of grace from the date of publication of this announcement shall be given for the consumption of foodstuffs currently on sale in the local markets and which contain saccharin and similar substances not conforming to the above mentioned conditions.

We hope that all quarters concerned will comply with these instructions.'

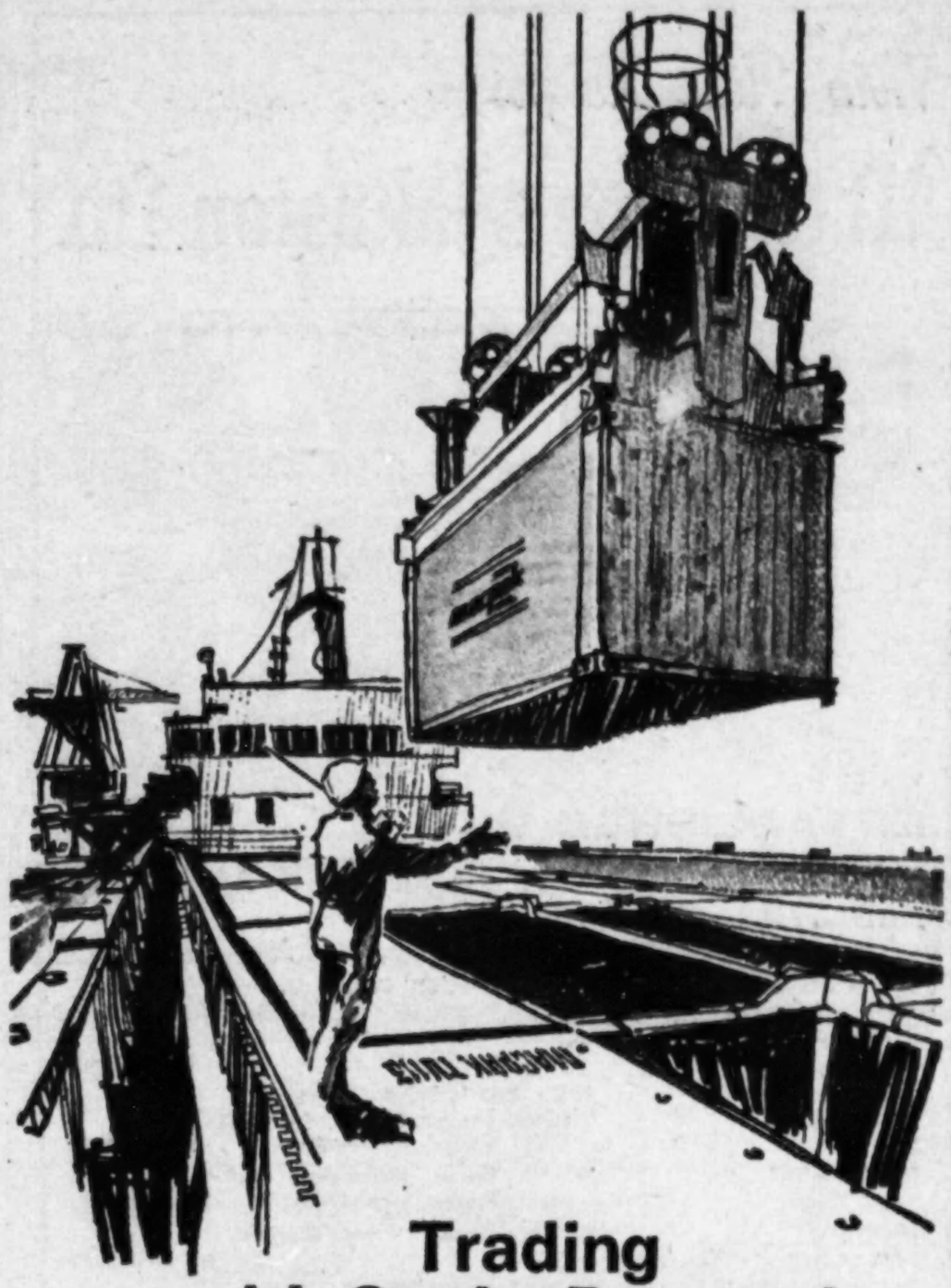
No further information is available, but inquiries should be addressed to Tariff Section, Export Data Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6000 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).



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BIRMINGHAM	Wingair House, Birmingham Airport, Sheldon, Birmingham, 26.	021-743 8171
GLASGOW	98 West George Street, Glasgow, C.2.	041-332 5887
GLASGOW AIRPORT	Cargo Terminal No. 1, Abbotsinch, Paisley.	041-887 2181
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REPUBLIC OF SOUTH AFRICA

Customs tariff changes

THE FOLLOWING changes are notified in the South African *Government Gazette* of May 15:

R.725. Specific provision free of duty is made for polypropylene in blocks, lumps, powders and similar bulk forms.

R.726 (1) Provision is made for an ordinary anti-dumping duty on annatto colouring matter is imported from, or originating in, New Zealand.

(2) Provision is made for an ordinary anti-dumping duty on galvanized steel buckets if imported from, or originating in, Rumania.

R.727 (1) Provision is made for a rebate of the full duty less 85c per 100 lb. on strawberry pulp, in the circumstances and under the conditions stated, for the manufacture of jam.

(2) The provisions for a rebate of duty on polyvinyl chloride film or sheet, printed or unprinted, for the covering of blockboard, chipboard, hardboard or gypsumboard, are extended to cover all polyvinyl chloride film or sheet, printed or unprinted, of a thickness not exceeding 0.5 mm.

(3) Provision is made for a rebate of the full duty on chrysotile asbestos for the manufacture of gasket material.

(4) Provision is made for a rebate of the full duty on manganese ore, for the manufacture of ferro-manganese.

(5) The provisions for a rebate of duty on stainless steel, of a thickness not exceeding 0.91 mm., for the manufacture of hollowware for kitchen or table use and windscreen wipers are withdrawn.

(6) Provision is made for a rebate of the full duty on stainless steel of a thickness of less than 1.22 mm. for general industrial purposes.

R.728. Provision is made for a rebate of the full duty on universal plates, plates, sheets, hoop and strip, of stainless steel, of a thickness of 1.22 mm. or more, whether or not in coils, in such quantities and at such times as the Secretary for Industries may allow by specific permit.

Customs tariff application

CUSTOMS TARIFF APPLICATION List No. 507, published in the South African *Government Gazette* of May 22, contains applications to the Board of Trade and Industries for an increase in duty on the following:

(1) chlorinated paraffins and calcium hypochlorite (chloride of lime) from the existing rates of duty to 20 per cent *ad valorem*.

(2) phthalates of octyl nonyl and decyl alcohols from 20 per cent *ad valorem* to 20 per cent *ad valorem* or 9 cents per lb. less 75 per cent of the f.o.b. price.

A reduction in the duty on aluminium oxide and aluminium fluoride from 10 per cent *ad valorem* to free of duty.

General – a request that for duty assessment purposes woven printed fabrics (excluding indigo blue discharge print fabrics) of man-made fibres or cotton of an f.o.b. price per lb. exceeding 110 cents and classifiable under tariff heading 51.04, 55.09 or 56.07 should not be regarded as having been produced or manufactured in any particular territory unless the spinning weaving and printing processes were performed in that territory.

Those British trade organizations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.

Customs tariff change

THE SOUTH AFRICAN *Government Gazette* of May 22 notifies the following change:

R.773 Item 304.09. The rebate of duty allowed in respect of the flue cured Virginia type leaf tobacco, unmanufactured, in such quantities and at such times as the Secretary for Agricultural Economics and Marketing may allow by specific permit, is increased from the full duty less 3 cents per lb. to the full duty less 1 cent per lb.

(*Continued on page* 1536)

Shipping to the Mid-Continental United States costs less via Baltimore

Shorter overland distances save money for container shippers.

The Port of Baltimore – because of its geographic location from 50 to as much as 200 miles closer to the Mid-Continental United States than other North Atlantic ports – enables container shippers and receivers to save money and time by using railroad piggyback service in the transportation of export and import freight.

Here are some examples of Plan II½ piggyback charges and savings between railroad yards at origin and destination within the U.S.A. for 2-trailer shipments. Savings can also be achieved for 1-container shipments.

For information, rates and savings for shipments between other cities as well as other types of service at the Port of Baltimore, contact one of the Maryland Port Authority regional managers listed below.

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*Above rates increased by 6%

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Phone: 01-638 8330
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Shell Building, 60 Rue Ravenstein;
Phone: 13.01.49
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PORT OF BALTIMORE

Maryland Port Authority, Pier 2, Pratt Street, Baltimore, Maryland 21202
Charles I. Hughes, Director of Trade Development

SOUTH AFRICA, *continued*

Investigation into the diamond trade

THE MINISTER of Mines and Planning announced the following terms of reference for a commission of inquiry into the diamond trade in the Republic of South Africa on April 15.

'To inquire into and to report on the following matters:

(a) Whether the rough or uncut diamonds which are produced in the Republic of South Africa and the territory of South West Africa are being used to the best advantage for the country and the said territory, with special reference to the marketing of such diamonds locally and overseas and the levying of export taxes.

(b) The diamond cutting industry with special reference to:
  (i) the origin, development and present composition and functioning of the industry
  (ii) the contributions which the industry makes to the economy in relation to, *inter alia*, taxation, provision of employment, the increase of value through processing and the earning of foreign currency
  (iii) the basis on which rough or uncut diamonds are made available to the industry
  (iv) the existing wage structure and other cost factors by comparison with those of diamond cutting industries overseas and the cutting techniques applied in South Africa and elsewhere
  (v) the desirability and possibility of adapting and expanding the industry
  (vi) the marketing of cut diamonds locally and overseas.

(c) The possibility of research to promote the reclamation of diamonds from the sea; and

(d) Any other related matter which the Commission may regard as necessary for the purpose of its inquiry.'

Inquiries about this notice may be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2274).

CEYLON

Import licensing

CEYLON IMPORT Control Notice No. 12/70 contains an additional list of proprietary drugs, non-proprietary drugs and feed additives which may be imported on licences issued under Quota Item D 3.

The list of drugs may be seen at Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London. E.C.4 (Tel. 01-248 5757. Ext. 471/2/3).

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NEW ZEALAND

Emergency Protection Authority

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of artists' oil colours; water soluble colour tablets; modellers' enamel.

Details of the tariff items, under which the above-mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
Ex 32.10.09	..	Free	15%	25%

The Emergency Protection Authority is required to report to the Minister by June 19, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', tel. Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence, is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 831/69.

AUSTRALIA

Dumping tariff board inquiry on chain saws

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether chain saws (tariff item 84.49.31) have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the exportation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence.

In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than June 22, 1970. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 952/70.

Result of tariff board inquiry on electric shavers

A NOTICE WAS published in the *Board of Trade Journal* on August 2, 1968, to the effect that a reference had been made to the Tariff Board for inquiry and report the question whether electric shavers (tariff item 85.07.11) should be included in Schedule A of the New Zealand/Australia Free Trade Agreement.

The inquiry has now been completed and as a result it has been decided that the goods concerned shall not be included in Schedule A to the Agreement and that there shall be no change in rates of duty currently operative.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 1475/68.

Results of tariff board inquiries

CHANGES HAVE been made in the Australian Customs Tariff affecting rates of duty payable on the following goods:

1. Centrifuges
2. Extrusion presses
3. Screws for wood
4. Weighing machinery and weights
5. Factice.

Particulars of the above Tariff changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime,, brief details may be obtained from Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

UNITED STATES

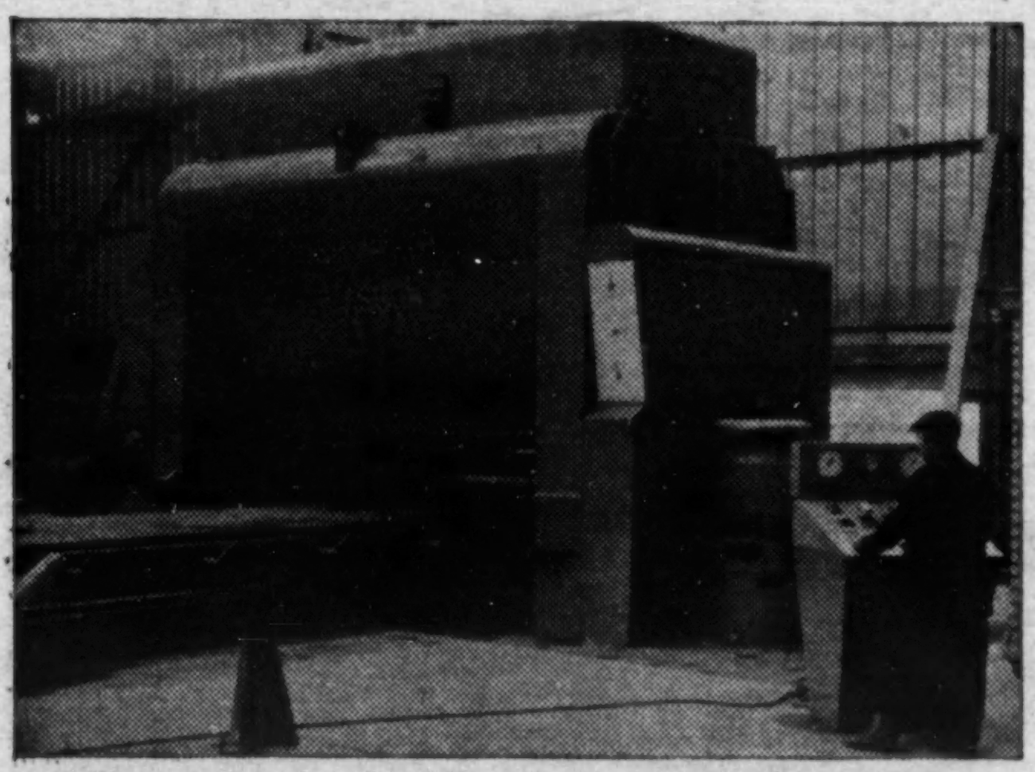
Control of hazardous radiation—microwave ovens

THE UNITED STATES Bureau of Radiological Health has announced details of a proposed performance standard applicable to the emission of microwave radiation from microwave ovens manufactured for use in homes, restaurants and food vending or service establishments under the provisions of the United States Radiation Control for Health and Safety Act.

Interested persons are invited to submit written comments on this proposal with the Bureau of Radiological Health by June 21, 1970.

Further information may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), ref. FR 22.5.70.

(*Continued on page* 1539)



A Hydrolevel plate straightening machine built by Hugh Smith (Glasgow). Export orders from East Germany and Singapore have pushed total overseas sales announced by the company, a member of the G.H.P. Group, to over £750,000 in the past four months. Over 80 per cent of the company's production is now going for export. The East German order is for a Hydrolevel plate straightener (similar to that shown here) worth £86,000 and has been placed by Volkseigene Schiffbau.

A group of leading British and American industrial investors in Northern Ireland had lunch and a discussion in the Ulster Office in London on May 26 with Mr. H. E. Jones, the Northern Ireland Government Agent, and Mr. Roy Bradford, the Northern Ireland Minister of Commerce, to exchange views about investment in Northern Ireland. The consensus of view was that experience of industrial production in Ulster has been completely satisfactory and investment will continue. From left to right: Mr. Roy Bradford; Lord McFadzean, chairman of BICC; Mr. H. E. Jones; and Lord Kearton, chairman of Courtaulds.

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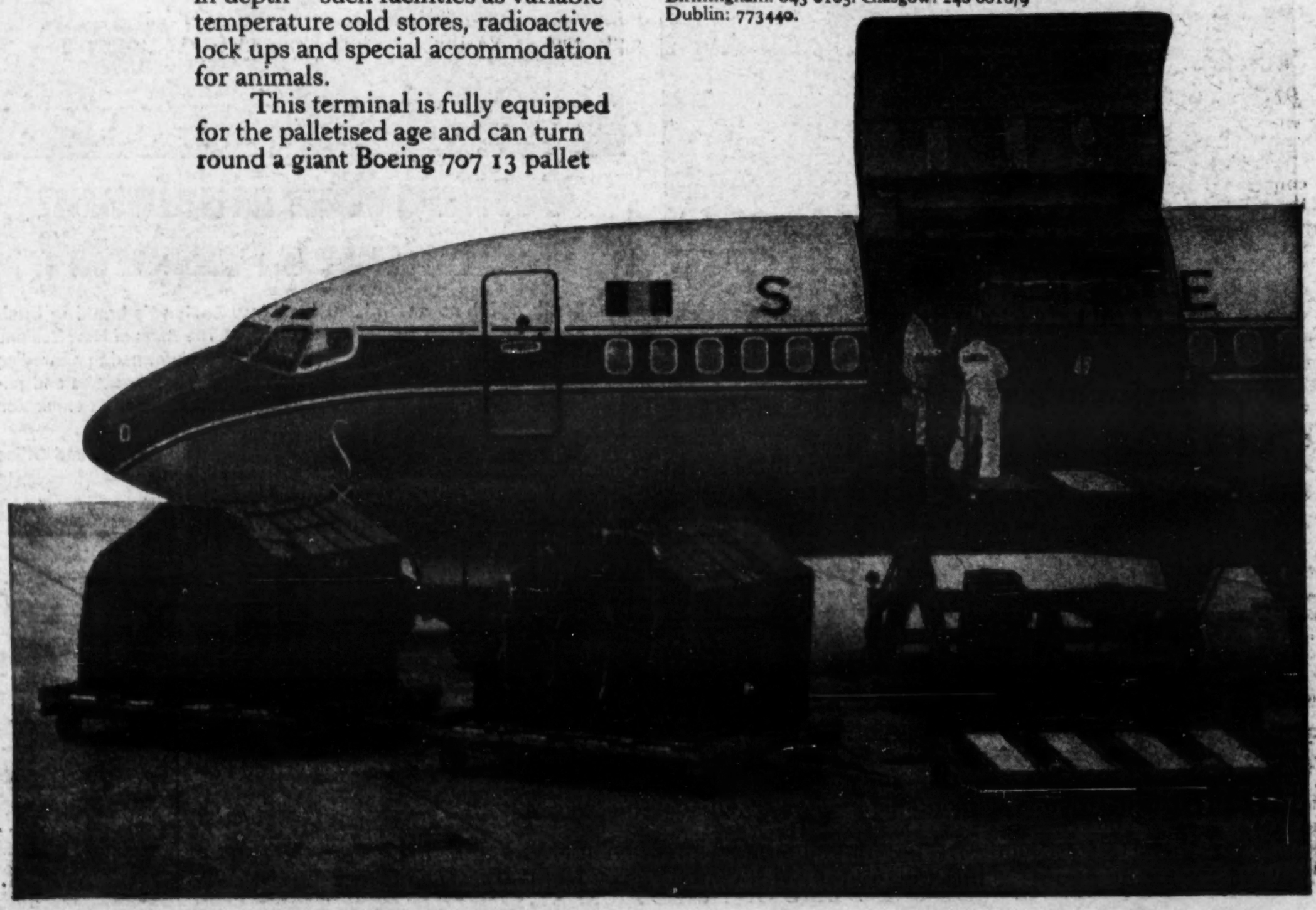

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UNITED STATES, *continued*

'Cents-off' and similar reduced price promotions

THE UNITED STATES Department of Health, Education and Welfare in respect of food, drugs, cosmetics and devices and the United States Federal Trade Commission in respect of consumer commodities have under consideration proposed amendments to the regulations to control the placement on packages and labels of statements representing by implication that products are offered for sale at a price lower than the customary retail sales price.

Interested persons are invited to submit written comments on these proposals by:

1. July 20, 1970 in respect of the proposals of the Department of Health Education and Welfare (ref. FR 21.5.70) and
2. July 17, 1970 in respect of the proposals of the Federal Trade Commission (ref. FR 19.5.70).

Further information about the above proposals may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Fair packaging and labelling act—multi-unit packages

THE UNITED STATES Federal Trade Commission has under consideration a proposed amendment to the regulations relating to consumer commodities under the above act which would require a statement of total quantity of contents on multi-unit packages in addition to the count and the quantity of an individual unit which is already required.

Interested persons have until July 20, 1970, to submit comments on this proposal to the Federal Trade Commission, ref. FR 22.5.70.

New animal drugs

THE UNITED STATES Food and Drug Administration has under consideration proposed regulations which would establish definitions and procedural regulations for new animal drug applications.

Interested persons are invited to submit comments on this proposal with the Food and Drug Administration by June 14, 1970.

Further information may be obtained from the United States Section, Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), ref FR 15.5.70.

(*Continued on next page*)

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Hazardous radiation control

THE *Board of Trade Journal* of February 18 announced a proposal of the United States Department of Health, Education and Welfare for a performance standard applicable to the emission of x-radiation from demonstration-type cold cathode gas discharge tubes.

After consideration of all comments received the Department of Health, Education and Welfare has issued a performance standard which became effective on May 19, 1970.

Further information may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), ref. FR 19.5.70.

CANADA

Radiation emitting devices

AN ACT RESPECTING the sale and importation into Canada of certain radiation emitting devices received the Royal Assent on May 13, 1970. The Act does not apply to any radiation emitting device that is designed primarily for the production of atomic energy within the meaning of the Atomic Energy Control Act.

Firms requiring further information should contact Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456 and 457) quoting reference Bill S-14.

Board of Trade Regional Organization

For information and guidance on export matters you are invited to get in touch in the first instance with the Regional Office covering your area. The names of Export Directors, and the addresses, subscriber trunk dialling codes and telex number of the Regional Offices of the Department, and of the Ministry of Commerce (Northern Ireland), are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
M. J. Maddigan (acting), Wellbar House, Gallowgate, Newcastle-upon-Tyne. NE1 4TJ (Tel. Newcastle 27575. TELEX 53178.

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
M. Barrett (acting), City House, New Station Street, Leeds, LS1 4JQ (Tel. Leeds 38232. TELEX 55472).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the borough of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, M1 4AT (Tel. 061 236-2171. TELEX 66104),

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln, Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire).
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham 15 (Tel. 021-643 8221. TELEX 337021).

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G. T. Plant, Government Buildings, Gabalfa, Cardiff, CF4 4YL.
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V. F. Kimber, 314 St. Vincent Street, Glasgow, C3.
(Tel. 041-248 2855. TELEX 77583).
District Office: 29a High Street, Inverness.
(Tel. Inverness 30867).

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY (Tel. 34488. TELEX 74578).

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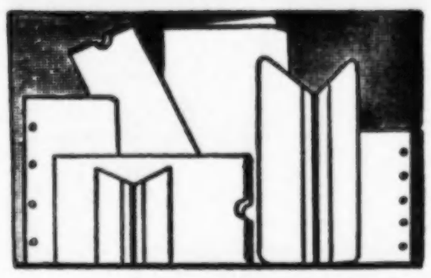

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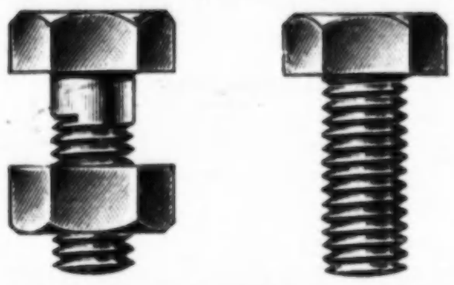

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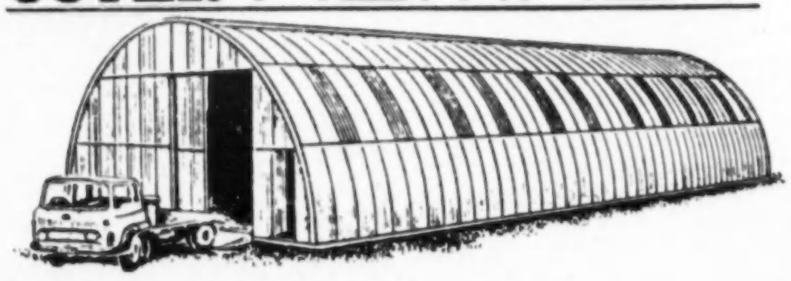

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